

JUL 5 1923

"Meat for Health Week" Sweeps the Country Details in this issue

Vol. 68

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No. 26

THE

NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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JUNE 30, 1923

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Bologna Sausage and Boiled Ham Information On pages 26 and 27
of this issue

Brecht Crescent 400 Lb. Stuffer

Inspection and Cleaning



Government inspectors require the piston to be removed to allow inspection of interior of cylinder. This operation is very simple on our Stuffer. The piston is brought to the top of the cylinder by using the bypass. The arm of the lifting device is placed in position at the center and fastened to the piston—one turn of the crank lifts the piston high enough so that it may be swung to one side. Only one man is required for this operation.

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Manufacturers of Machinery and Equipment pertaining to the Meat and Allied Industries

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BRANCHES:
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1853 We Keep Faith With 1923
 Those We Serve

THE NATIONAL PROVISIONER

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION

PUBLISHED EVERY SATURDAY

Entered as second-class matter at the postoffice at Chicago, Ill., under the act of March 3, 1879.

Vol. 68.

Chicago and New York, June 30, 1923.

No. 26.

"Meat for Health Week" Sweeps Country

Retailers, Packers, Commission Men and Producers Co-Operate With Great Success—Reports From All Sections Show Tremendous Efforts Win Out Despite Hot Spell

Conquering every difficulty, including a week of record breaking hot weather, "Meat for Health Week" has swept the country triumphantly. In this campaign, the greatest in the history of the meat industry, the consuming public throughout the United States has been reached—by posters, by stamps, by newspaper advertisements, by window streamers, by wagon placards, by recipe booklets, by radio, by motion pictures, by lectures, and otherwise—with the arresting and challenging phrase, "Meat for Health!"

The menus in practically every dining car operated in this country, from the Atlantic to the Pacific and from the Gulf to the Canadian border, have been stamped with a reproduction of the Government meat poster and with a statement by the U. S. Department of Agriculture that meat is wholesome.

Thirty-six principal railroad systems have participated in "Meat for Health Week" in that way. These railroads include every important east and west line and many of those running north and south.

Packer Institute Co-Operates.

Through the twenty-five Trade Extension District Chairmen, appointed by Charles E. Herrick, President of the Institute of American Meat Packers, there have been distributed to the retail meat dealers for display on their windows or in their stores approximately 140,679 baked ham posters, 93,011 boiled ham posters, 79,009 roast beef posters, 107,164 bacon posters, and 60,586 lamb chop posters. Through these same District Chairmen also have been distributed approximately 698,500 stickers reproducing the Government meat poster, 496,800 meat booklets, 15,231 large wagon posters, 6,250 small wagon posters.

In addition, fifty sets of advertising mats, bearing on "Meat for Health Week" and on the food value of meat, are in use

by packers, retailers, retail associations, and other organizations.

Much material has been distributed through farm organizations, commission men, and other agencies co-operating with the National Live Stock and Meat Board in putting across the special week, which it designated from June 25 to June 30.

While this issue of THE NATIONAL PROVISIONER was going to press, telegrams were being received at the Institute from the District Chairmen in reply to a request from Vice-President W. W. Woods for a preliminary report of the situation in each district.

Wire in Campaign Success.

The telegrams received up to press time follow below and hereinafter:

"CINCINNATI OHIO 28 1057A
"W. W. WOODS

"CARE INSTITUTE AMERICAN MEAT PACKERS CHICAGO ILL
"CINCINNATI PACKERS AND THOSE IN THE DISTRICT HAVE GONE WILD IN THE MEAT FOR HEALTH WEEK. POSTERS, TRUCK STREAMERS, AND

Packers' Convention

The 1923 convention of the Institute of American Meat Packers will be held at Atlantic City, N. J., on September 17, 18 and 19. The following is the official announcement:

CONVENTION BULLETIN NO. 1
Chicago, June 30, 1923.

To the Members:

The 18th annual convention of the Institute of American Meat Packers is to be held at Atlantic City, New Jersey, Monday, Tuesday and Wednesday, September 17, 18 and 19, 1923.

Headquarters and personnel of various convention committees will be announced in our subsequent convention bulletins.

C. B. Heinemann,
Vice President.

ALL OTHER ADVERTISING MATTER WELL DISPLAYED. NEWSPAPERS ARE TALKING ABOUT THE WONDERFUL DISPLAY MADE AND PUTTING THE KICK IN THE BIG DRIVE.

"J. A. WIEDERSTEIN CHAIRMAN."

Pittsburgh Going Strong.

"PITTSBURGH PENN 28 735A
"CONSIDER CAMPAIGN GREAT SUCCESS HERE. EVERY VEHICLE IN MEAT LINE HAS STREAMERS ON, AND THREE OR FOUR POSTERS ARE IN EVERY SHOP THIS DISTRICT. ALL OUR PLANS WORKED OUT PER SCHEDULE.

"CHAS H OGDEN."

Pueblo Hustles As Usual.

"PUEBLO, COLO. 28 146P
"MEAT FOR HEALTH WEEK IN FULL SWING. PACKERS CO-OPERATING AND TRADE TICKLED TO DEATH WITH SCHEME AND ARE CARRYING MEAT FOR HEALTH ADS. BUSINESS SHOWS INCREASE, NEWSPAPERS CARRYING DAILY ARTICLES. NO HOT WEATHER TO BOTHER OUT HERE; IN FACT IDEAL FOR MEAT EATING.

"G. H. NUCKOLIS."

Baltimore Does Advertising.

"BALTIMORE MD 28 1201P
"ANSWERING: WIDE DISTRIBUTION ADVERTISING MATTER. BALTIMORE PACKERS AND RETAILERS ADVERTISING MEAT FOR HEALTH WEEK. RECEIVING ENCOURAGING REPORTS WASHINGTON AND VIRGINIA POINTS. WILL WRITE FULLY END OF CAMPAIGN.

"T. DAVIS HILL."

New York Meat Men Co-operate.

"NEW YORK N. Y. 28 1230P
"ALL DEALERS HERE DISTRIBUTED POSTERS MAKING GENERAL DISPLAY EXPRESS SATISFACTION THAT INDUSTRY IS TRYING BOOST SALES WORST WEEK OWING TO INTENSE HEAT. PLANNING CARRY OVER IDEA NEXT WEEK AND KEEP POSTERS UP.

MEAT COUNCILS AND MASTER BUTCHERS CO-OPERATING FULLEST EXTENT.

"ALBERT T. ROHE."

Butchers Help in Kansas.

"KANSAS CITY KANS 28 1109A
"REPORTS AVAILABLE INDICATE ADVERTISING MATERIAL WELL DISPLAYED THIS DISTRICT. LOCAL NEWSPAPERS AND RETAIL BUTCHERS ASSOCIATION STATE OF KANSAS GIVING PROJECT GOOD SUPPORT. EXTREMELY WARM WEATHER LATTER PART LAST WEEK HURT RETAILERS' SALES FRESH MEAT, BUT COOLER WEATHER THIS WEEK WILL STIMULATE DEMAND. WILL BE GLAD WRITE DETAILS CAMPAIGN END OF WEEK.

"O. G. MALKOW."

Missouri Gets Trade Increase.

"SOUTH ST. JOSEPH, MO June 28
"W. W. WOODS
"INSTITUTE AMERICAN MEAT PACKERS 509 SOUTH WABASH AVE CHICAGO ILL
"ANSWERING: WHILE ADVERTISING MATTER WAS RECEIVED LATE IN PARTS OF OUR TERRITORY, REPORTS TO US SHOW ADVERTISING IS BEING WELL DISPLAYED AND DEALERS ARE CO-OPERATING TO MAKE THE CAMPAIGN A SUCCESS. MANY DEALERS ADVERTISING IN LOCAL PAPERS AND NEWSPAPERS ARE GIVING FAVORABLE COMMENT. WE EXPECT INCREASE CONSUMER DEMAND, PARTICULARLY SMOKED MEATS AND SAUSAGE PRODUCTS.

"W. S. PHALP."

Weather Affects Omaha.

"SOUTH OMAHA NEB JUNE 28-23
"W. W. WOODS
"INSTITUTE AMERICAN MEAT PACKERS—509 SOUTH WABASH AVE—CHICAGO ILL
"MEAT FOR HEALTH PROGRAM HERE WORKING OUT AS PLANNED RESULTS FAIRLY SATISFACTORY CONSIDERING WEATHER HAS BEEN UNFAVORABLE.

"WM. DIESING"



DISPLAY WINDOW IN MILWAUKEE WHICH BROUGHT BUSINESS.
Contribution of Frank Erdman, 1002 Grove St., Toward "Meat for Health Week."

June 30, 1923.

Indiana Holds Its End Up.

"EVANSVILLE IND 952A JUNE 28, 1923
"ANSWERING LETTER: OUR IMMEDIATE TERRITORY WELL COVERED COOK BOOKS POSTERS. CONDUCTING EXPENSIVE ADVERTISING CAMPAIGN LOCAL NEWSPAPER WITH MONEY DONATED BY VARIOUS PACKERS. LIVESTOCK INTERESTS AND RETAILERS. RESULTS ARE SATISFACTORY.
"MORTON MANHEIMER."

Ungerman Plasters the South.

"BIRMINGHAM ALA 28 1220P
"W. W. WOODS
"CARE INSTITUTE OF AMERICAN MEAT PACKERS 509 SOUTH WABASH AVE CHICAGO ILL

"ANSWERING NIGHT LETTER TWENTY-SEVENTH: THIS ENTIRE DISTRICT WELL POSTED. BOOKLET DISTRIBUTION COMPLETE. EXPECT EXCELLENT RESULTS FROM CAMPAIGN. ONLY DISADVANTAGE EXTREMELY HOT WEATHER.

"C. H. UNGERMAN."

South Shows Great Interest.

"ATLANTA GA 28 250P
"INSTITUTE OF AMERICAN MEAT PACKERS

"HAVE HAD GOOD CO-OPERATION IN MEAT FOR HEALTH WEEK CAMPAIGN AND THOROUGH DISTRIBUTION OF POSTERS AND ADVERTISING MATERIAL. A GREAT DEAL OF INTEREST IS MANIFESTED ON THE PART OF EVERY ONE THROUGHOUT OUR DISTRICT.

"W. H. WHITE, JR

"CHAIRMAN SOUTHERN DISTRICT."

New England Comes In.

Additional telegrams received a few minutes before The National Provisioner closed its forms follow:

"NO BOSTON MASS 28

"INSTITUTE OF AMERICAN MEAT PACKERS CHICAGO ILL

"ANSWERING POSTER DISTRIBUTION. GOOD FRESH MEAT TRADE NOT GOOD ON ACCOUNT OF HOT WEATHER.

"J. G. KENNEDY."

"NASHVILLE TENN JUNE 28TH 23

"W. W. WOODS

"INSTITUTE OF AMERICAN MEAT PACKERS CHICAGO ILL
"NINTH DISTRICT MAKING VERY GOOD SHOWING IN MEAT FOR HEALTH WEEK CAMPAIGN. POSTERS AND OTHER ADVERTISING WELL DISTRIBUTED. HAD SOME GOOD NEWSPAPER ADVERTISEMENTS.

"HENRY NEUHOFF."

San Francisco Goes Over Big.

"SO SAN FRANCISCO, CAL., 28 200P
"W. W. WOODS

"DEPT. RESEARCH AND EDUCATION INSTITUTE AMN MEAT PACKERS.

"REPLYING CO-OPERATION MEAT COUNCIL, CHAMBER OF COMMERCE, LIVESTOCK GROWERS, HOTEL RESTAURANTS, NEWS AND TRADE PAPERS EXCEED FONDEST EXPECTATIONS. PROCLAMATION BY MAYOR ROLPH IN ALL SAN FRANCISCO PAPERS MONDAY. DARNALL AT PORTLAND REPORTS NORTHWEST WELL COVERED. PROCLAMATION BY GOVERNOR OF OREGON BROADCASTED. RECEIPT BOOKS NOT RECEIVED.

"C. J. HOOPER DISTRICT CHAIRMAN."

Milwaukee Goes Over Big.

In the district where Michael Cudahy of Milwaukee is Trade Extension Chairman, word came to the Institute from the offices of the chairman, under date of June 27, as follows:

"'Meat for Health' week campaign, in spite of every adverse condition that could take place, is 'going over big' in Milwaukee, and later we shall be glad to give you a report showing how we 'put over' full pages in the newspapers, the moving pictures, a caveman stunt on the streets, in addition to the regular posting of dealers' windows.

"This week in Milwaukee Dr. Knilands, a skilled veterinarian and a former army man, is showing two films in a downtown store window in Milwaukee, in addition to the new 'Meat for Health' film by Bert Green.

"Last evening the police had to clear the main street of the crowds which gathered in front of the store. This only goes to show how much more can be done with pictures than with dry lectures."

Southern California Boosts.

Chairman Thos. P. Breslin of the Southern California district, writing from Los Angeles, Cal., says:

As Meat for Health Week draws near, I thought I had better write you advising what steps we were taking to make a success of this campaign in this section.

In addition to the posters, window streamers and booklets, we are having a small film run in 38 different moving picture theatres in Southern California. The film shows a well developed athlete putting the shot and doing some posing stunts, which show up the muscular development, also several title heads calling attention to the importance of a well balanced meal which may include meat. One title head calls attention to "Meat for Health Week" and another requests patrons to get booklets from their local butcher.

We are also running a full section in the Los Angeles Times Tuesday, June 26. All the local packers are running an adver-

tisement to make the section possible. In addition, the Times is getting a number of ads from retailers. In the center of the pages will be reading matter pertaining to "Meat for Health Week," etc.

Every night during the week there will be speeches made and broadcasted by radio.

The railroads through their commissary department are featuring meat in their menus on all dining cars and in the eating houses along the line.

The hotels and restaurants have also been requested to feature meat next week and otherwise call attention to this campaign.

At this time everything looks fine and this should go over big.

Iowa Boosts Meat Well.

Advice from the Seventeenth District confirms the vigorous work which it was apparent the chairman of that District, Jay E. Decker of Mason City, has been doing.

Mr. Decker threw his own organization vigorously into the campaign. Besides distributing the advertising material and taking steps to see that it got up, Mr. Decker held a meeting of Mason City farmers, bankers, retailers and packers' representatives, with the county agent also in attendance. His company advertised extensively both in Mason City and Minneapolis dailies. Hot weather in the first part of the week and other factors detracted from the results of the Chairman's vigorous efforts.

Institute Bureaus Assist.

The brunt of the work in the Institute offices, according to W. W. Woods, Vice President of the Institute, was borne by the Bureau of Public Relations, with effective and vigorous co-operation from the Bureau of Merchandising, the Bureau of Home Economics and the Bureau of Nutrition. The Washington and New York offices of the Institute and the Institute's Traffic Committee, the Department of Association Management, and the Department of Education and Research, co-operated in the general administration of the Institute's participation in the campaign, under the guidance of the Committee on Public Relations, and with the authorization of the President of the Institute and the Executive Committee.

The entire movement was planned and the different agencies called into action by the National Live Stock and Meat Board, of which Mr. R. C. Pollock is Managing Director.

MEAT MOVIE HELPS CAMPAIGN.

Many movie theaters in larger cities, throughout the country exhibited the "Meat for Health" film during this week. The film, which is for the most part animated, was produced for the National Livestock and Meat Board by Bert Green, Inc., from a scenario prepared by Dr. C. Robert Moulton, Director of the Bureau of Nutrition, Institute of American Meat Packers, in collaboration with Messrs. Dudley and Cutting of the Eastern office of the Institute. It contains much information on nutrition and meat food values which is of interest not only to the consumer, but also to those who sell meat.

A crowd of two thousand Chicago retailers approved the film at its initial showing in Chicago before the large meat trade meeting on June 14. It was displayed also at a meeting of sales representatives from many packing organizations that same day. Theaters in Waterloo, Ia.; San Francisco, Cal.; Buffalo, N. Y.; Wichita, Kan., and New York City have included "Meat for Health" in their regular daily

programs, usually following the news reels. In Chicago alone nearly thirty different theaters exhibited the film for one or more nights.

At the request of the Meat Council of Chicago, Health Commissioner Herman N. Bundesen of that city issued a statement which said, "This is a sound, conservative educational film and I only wish that all our people could see it."

The statement has been prepared as a trailer for the film and should add considerable weight to the message of "Meat for Health Week" which reads, "For Health and Strength, Eat Meat."

Since the film does not specifically mention "Meat for Health Week," it is well suited for use in the future.

TEXAS PACKER HELPS MEAT WEEK.

Packers have individually been doing all they could to aid "Meat for Health Week" over the country. For example,

The Peyton Packing Co., El Paso, Tex., has been doing a bit of aggressive work on its own account.

A few weeks ago they received 500 of the large sized "Meat Is Wholesome" posters which they had displayed in prominent places throughout their trade territory, including several post offices. One of these posters is now displayed on the Bulletin Board of the El Paso Post Office, where thousands of people view it daily.

Another thing this company is doing is to arrange for a certain space in the weekly industrial page of the leading morning newspaper in El Paso, which is devoted entirely to short sayings telling of the food merits of meat.

During the recent El Paso Jubilee parade arrangements were made for a float in the interests of meat and its products which aroused much favorable comment.

Meat
— a most
delicious and
essential food

WHEN you wake up on a clear, fresh summer's morning, and the first thing that greets your consciousness is the fragrant aroma of frying ham or bacon — Oh, boy, isn't that one way to start the day right? Or when you come home some night, tired and weary from the day's work—and you catch the rich fragrance of roast beef or lamb— your mouth begins to water, and you're not so tired after all. Or some day, your wife sets before you some dainty, tasty dish you've never had before—something made from some of the less well known cuts of meat—a delicious meat pie, a savory pot roast, or an appetizing casserole dish. She tells you how little it cost—say, don't you swear that she's the best cook and manager in the world? Nothing ever tastes quite so good as meat, when all's said and done. And whether you work with brain or muscle, meat gives pep and vigor. This store takes pride in offering only the highest quality meats at the fairest prices possible. We will be glad at all times to suggest new cuts and methods of preparation with which you may not be familiar.

(Your Name Here)

June 30, 1923.

Butchers and Packers Supply Convention

(Staff Correspondence of The National Provisioner.)

[EDITOR'S NOTE.—In its issue of June 23 THE NATIONAL PROVISIONER published a full news report received by telegraph from its staff representative in attendance at the convention of the National Butchers' and Packers' Supply Association.

The following supplementary report and notes of the meeting will be of interest to the trade.]

Atlantic City, N. J., June 25.

While the National Butchers' & Packers' Supply Association, in convention at Atlantic City, N. J., June 20-21, may not have been one hundred per cent in attendance since it has members all the way from the Atlantic to the Pacific—yet it was one hundred per cent and more in enthusiasm and good feeling. It was a convention of business men gathered together for mutual good, to talk over the year's business and to plan the work for the coming year.

This association is still in its infancy, and the convention just closed was probably the first one where the members got together for that heart to heart talk, where the inner secrets of the member's business were laid bare, where each one realized that in the telling they were not only helping a brother, but were helping themselves by better business practices and methods. When the convention closed the representatives went home feeling that they had gained much practical knowledge.

The business sessions opened on Wednesday with an address of welcome by Miles W. Beemer, Atlantic City Chamber of Commerce, followed by the reports of the treasurer, secretary, group chairmen, committees including machinery, standardization, ethics, entertainment, emblem, news and editorial, printing and publicity, unfinished and new business. These in turn were followed by the president's address, in which President Wicke said in part:

PRESIDENT WICKE'S REMARKS.

"The dreaded hour has arrived, for as an orator I am a decidedly good pinochle player! I sincerely wish that for an occasion such as this I had the tact of a Klein, the voice of a Daemicke, the vocabulary of an Ottenheimer, the oratorical powers of a Neuberger, the wit of a Schnaebel, or the poise and confidence of a Forschner. I could then tell you many things of vital importance to all. But since I am woefully lacking in all these qualifications—except perhaps the avoirdupois—I must spare both you and myself, and of necessity be as brief as possible."

Mr. Wicke then appealed to the members in an emphatic way to take their organization seriously. He urged them to give thought to the value of co-operation, and when asked to serve on a committee or to perform other association obligations, to give the request at least the same consideration they would any business transaction of their own. He went on:

"Gentlemen, I have indulged in the foregoing because I am deeply interested in this Association. It has been well worth every effort I have put forth. I really do not believe that any of you men are consciously indifferent to its success. I realize that you are all busy men, submerged in your own businesses, and the Association seems a thing apart. If I do nothing else during my administration than change this perspective, I feel that I shall have done a really good deed for the organization."

Everybody Pull Together.

"In conclusion, I would call your attention to an extract of a message which appeared in an issue of our bulletin. It said: 'The absolute monarch is an antiquated historical figure replaced by an enlightened representative body. This applies fittingly to our infant organization. If it is to grow eventually to a healthy manhood we must have more than individual administration. We must have the entire membership mothering this infant; nursing it with honest and sound principles; caring for it with unselfish monetary consideration; clothing it with refreshing thoughts and respectful mein. A one-man organization isn't really worth the effort any one man may give it.'

"We are met today as friends as well as co-laborers in our chosen field. Each of us hopes to carry something home which will be of value to us in our business. In addition to the routine business which will be transacted we will have the pleasure and profit of listening to the matured thought of certain gentlemen on subjects of much interest to all. Let us throw aside our reserve or modesty. If we have something we wish to say or have explained, let us not hesitate to speak our mind, remembering that what we get out of any activity in this world is generally the measure we put into it."

A TALK ON COSTS.

A discussion followed on the subject of costs, by A. S. Klein, of the Schwenger Klein Co., Cleveland, O., in which Mr. Klein said:

"In organization work, particularly in this organization, every individual member needs to know the real cost of the commodity they are selling. The true cost of a commodity is not based upon the purchase price alone, but must bear its proportion of all direct handling costs, as well as all indirect overhead expense."

There is only one way for any dealer to know what his overhead is, and that is by proper accounting methods that will divide his direct expense—which can't be charged directly to the commodity—from general expenses that cannot be so divided. And this must be proportioned on a percentage basis, according to previous experience, and the overhead percentage must be revised from time to time.

Proper cost accounting invariably leads to higher efficiency, reduction in cost and in consequent increased output, which results to the advantage of both the dealer and the consumer. A correct knowledge of the true cost of an article is advocated by the Federal Trade Commission as a foundation for co-operation in trade organizations.

Second Day's Session.

On Thursday morning the session was opened by President Wicke. The first speaker was Leo Brand, of M. Brand and Son, New York, who said:

SELLING MACHINERY.

No doubt those of you who ride through the country have noticed many of what we call the "hot dog" stands. It is surprising to note how the once lowly frankfurter, which was supposed to be only the poor man's food, has gained popularity even with those who never ate it before.

This is due to two main factors. First, the quality of this product has been brought up to a high standard by the use of good, sound meat properly handled. Second, its price is such that it is within the reach of all. And its price has only been made possible by the use of such machinery and labor-saving devices as have brought down its cost of production through their savings in labor, their out-

put of a better product, and their sanitary features. You therefore can see that the field for sausage-making equipment has never been any better than it is today.

The demand for this class of equipment will keep on increasing, as there are more and more butchers and packers all over the country going into the manufacture of sausage and frankfurters every day.

Methods of Distribution.

Among the best methods of distribution, we have first the salesman who calls on the sausage-making, packing and butcher trade in general. Second, advertising in papers which are read by this trade. Third, circulars or catalogs which are sent to this trade. Our experience has been that circulars enclosed with mail, and also advertising in the trade papers, has given many leads for the salesmen to follow up.

Beside this, through these mediums the customer already has some idea of the particular piece of equipment which the salesman wants to sell, as he has either seen the advertisement or read a circular. This in itself is a big help to the salesman, as the customer very often knows the advantages of the equipment and is mostly interested in size, price and installation.

Salesmen Should Know Machines.

While I am on the subject, I would call your attention to the importance of the salesman's knowledge of the practical operation of the machine and also its construction. When he knows this he is more able to point out the advantages of the equipment and thus more readily close the sale.

Another important factor is to be very careful in advising the customer what to buy in regard to size, etc. In other words, he should study his customer's needs carefully, and then tell him what he thinks is right and why it is right. Of course, this is where the practical knowledge of his subject comes in.

If you will put forth your efforts in pushing machinery you will not only be doing a service to your trade, but you will bring up your volume of sales, increase your profits and gain a greater good will and the deserved confidence of your trade. This in turn will lead to profitable business in your other lines also.

Associate Members Admitted.

The subject of associate membership was taken up and discussed at some length with reference to its advantages to the organization and to the associate member, resulting in a motion by A. S. Klein creating such membership, and admitting the Barnes Scale Company as the first associate member, the dues to be the same as for regular members.

SALESMANSHIP.

The next speaker was Charles E. Dietz, of the Brecht Company, New York. Mr. Dietz spoke in a sincere, earnest manner, pointing out the pitfalls and high lights in salesmanship, and giving some good advice as to the requirements for good salesmanship. Among the requisites mentioned by Mr. Dietz were confidence and a thorough knowledge of his subject by the salesman. Knowing the article he is about to sell is one hundred per cent confidence in the house he represents, and what that house stands for.

Reuben E. Ottenheimer, Ottenheimer Brothers, Baltimore, Md., was the next speaker and said in part:

PULLING TOGETHER IN BUSINESS.

The butcher supply dealers' association, although a mere youth in the number of years as an organization, has proved itself a giant of strength for the promotion

of more modern methods in the butcher supply industry.

This association sprung into being and developed into tremendous strength in such a short time on account of one fundamental cause. That cause was a ruinous lack of modern merchandising methods and business practices on the part of those engaged in this industry. This condition was the result of years of accumulated misunderstandings, childish prejudices and lack of personal acquaintance among the men engaged in this business.

That all these things were wrong was felt by the best element in the butcher supply trade; and when it was suggested at Chicago in 1920, a little group meeting, attended by no more than six butcher supply dealers, that an effort should be made to try and get up an organization for the better understanding of each others' aims and purposes, the movement spread like wild fire.

Need for an Organization.

The thing that was immediately obvious was that the men individually engaged in the butcher supply business are as high a type of merchants as will be found in any kind of merchandising business; in fact, I believe that the quality of salesmanship of the owners and executives of the various butcher supply businesses is of the very highest type.

This makes it all the more a puzzle how for all these years the customers have been able to rub one butcher supply dealer up against the other, and take all the profits away, until the dealers were practically on a basis of just one jump ahead of their creditors.

All of us sitting around here today are smiling at these statements; but the time when these conditions prevailed is still so green in our memories that I am certain there is not a man here who would go back to the old conditions before the Association came along, even if he had to go out of the butcher supply business to prevent getting into the old "rough and tumble" pauperizing fight.

We are actually becoming enlightened to the extent where we are becoming courageous in requesting credit information, so that the customer going into business with insufficient capital cannot send out and obtain credit from twenty-five different concerns and then go into bankruptcy and catch all of them.

We are also getting better protection against the floating type of salesman, the fellow who used to travel from one concern to the other, always leaving a trail of grief behind him with his previous concern. He is generally being put out of this business.

A man told me recently that membership in this Association was the most important single business accomplishment that he had ever performed.

I hope that each one of us will leave this meeting with a pledge to himself, and spoken in this open meeting, that the improvement that he can observe in the business methods of the butcher supply dealers throughout the country is so commendable that he will do everything in his power, wherever possible, to cement the friendship between himself and his competitor, between two competing concerns: that he will try and carry the gospel that every man in the butcher supply business is a gentleman and is worthy of respect; that he will try to feel that way personally and will try to have his salesmen feel that way and talk that way; that he will be obligated against a wall of misunderstanding and prejudice and greed, understanding that we serve our own interests also by co-operating among ourselves for the betterment of our own business.

After his speech Mr. Ottenheimer was presented with a set of engraved resolutions, signed by the representatives of the members present. Mr. Ottenheimer was the first president of the Association and

THE NATIONAL PROVISIONER

is much concerned in its welfare and success.

The question of when and where the next convention would be held was debated. It seemed to be the opinion that after all summer was not the best time to do active work and it was decided to change the time to January, the exact day and place to be left with the board of directors.

In closing the session President Wicke thanked the members for their co-operation and support, and reminded them of their obligation of the preceding day for one hundred per cent co-operation.

Officers for the New Year.

The officers elected for the coming year, as reported in the last issue of THE NATIONAL PROVISIONER, were: President, Charles E. Wicke, A. C. Wicke Mfg. Co., New York; vice president, Clifford Boyer, Gruendler Mfg. Co., St. Louis, Mo.; secretary, Henry L. Pfeiffer, New York, treasurer, Richard Forchner, Chas Forchner & Sons, New York; directors: A. E. Huffman, Pacific Butchers' Supply Co., San Francisco, Calif.; Geo. M. Wiedemer, Smith Supply & Equipment Co., Buffalo, N. Y.; R. W. Neuberger, New York Butchers' Supply Co., New York City.

ENTERTAINMENT FEATURES.

The delegates and guests were more than agreeably surprised at the wonderful entertainment furnished by the Atlantic group, comprising New York, Philadelphia and Baltimore groups. The merrymaking started on Tuesday evening, when the party visited Steeplechase Park, and all the various amusements were taken in. On Wednesday evening the banquet in the ballroom of the Traymore was something that any organization could well be proud of, and the entertainment committee—R. H. Forchner, chairman; R. W. Neuberger, Chas. Wicke, Chas. E. Dietz and Ed. Smith, the latter of the John Chatillon Company, deserve the greatest amount of praise for the wonderful manner in which each detail was handled.

(Continued on page 53.)



SNAP-SHOTS OF SUPPLY MEN.

Charles E. Wicke's middle name is Edward, but his friends say the "E" stands for "efficiency."

Leo Brand of M. Brand & Sons, Inc., ably represented his company at the meetings. Mr. Brand is some singer, as one could easily tell at the banquet.

R. M. Neuberger, called "Bob" by all the members, is sure some temperamental. He was here, there and everywhere, seeing that everyone was getting their quota of pleasure. He was modest about admitting, however, that he was the father of the bright boy whose design had been accepted as the emblem of this organization.

Do you know Richard Forchner? Big and handsome—such a merry twinkle! The Atlantic group knew what they were doing when they made him chairman. With a pocketful of noises, balloons or other souvenirs he was on the jump all the time.

E. C. Smith, sales manager for John Chatillon & Sons, was busy receiving congratulations on the handsome souvenir presented by his company. This was a very fine Foster knife, with the name of the association on the steel.

Arthur Daemicke was almost too quiet at the banquet, but he made up for it afterward.

D. F. Lorenz would add dignity to any convention.

D. A. Schnebel, president of the Newark Butcher Supply Co., Inc., with Mrs. Schnebel, motored to Atlantic City and remained over until Friday morning, in order to get an early start for the six-and-a-half hours' return trip.

It was a good thing E. J. Wirs of St. Louis brought a cap along, for no hat would fit him after he was made first honorary member of the association.

R. T. Randall was warmly greeted at the meeting on Thursday morning. Mr. Randall is stopping at the Beach and was right in style with the fashionable grey knickers.

Watch future bulletins carefully. Secretary H. L. Pfeiffer is going to have a new slogan.

Clifford Boyer was sure nobody was overlooked when it came to distributing the genuine calfskin key cases of the Gruendler Mfg. Co. Mr. Boyer started as an office boy with the Gruendler Mfg. Co., after which he was promoted to salesman and is now a member of the firm.

Geo. M. Wiedemer, vice-president Smith Supply & Equipment Company, Buffalo, had a bunch of new stories.

Arthur Klein, Schwenger-Klein Co., Cleveland, was highly complimented upon the splendid advice and assistance given the association from its beginning. Arthur is a loyal booster for all trade organizations.

Reuben E. Ottenheimer of Baltimore was a popular hero. Get the REO—his friends say he should own a Reo car. But his company has done better and, by adding an L, has named its latest refrigerator the REOL.

Mrs. D. A. Schnebel proved her ability as chairman of the ladies' committee. She was keenly alert to see that the ladies enjoyed to the full the money so generously allowed for their entertaining. Mrs. C. E. Wicke with her young son, who came down to spend the week-end with President Wicke, was presented with a beautiful basket of flowers.

Herman Schmidt of the Cincinnati Butchers' Supply Company, was lonesome without his wife, who was detained at home on account of illness. Mr. Schmidt planned to stop at Philadelphia and Baltimore before returning home.

Mr. Heyer, of Harry L. Hussman Refrigerator & Butchers' Supply Company, St. Louis, believes in talking from the shoulder and putting his cards on the table.

Mr. Smith of the New York Butchers' Supply Company seemed to know all the actors, and the operas, too.

Chas. E. Dietz of the Brecht Company, New York, is versatile. He is a serious business man, but is there with the goods when it comes to entertaining.

L. Trilling, secretary to Chas. E. Wicke, proved that efficiency is the watchword in the A. C. Wicke corporation.

TRADE GLEANINGS

William Clark contemplates building a slaughter house and ice house at Oneonta, N. Y.

Banfield Bro. Packing Co., 1860 No. Blvd., Springfield, Mo., will shortly erect a new plant.

G. Mariononi & Son have opened a sausage factory on Main and Bridge Sts., Petaluma, Cal.

The Buehner Packing Co., of St. Louis, Mo., has been incorporated with a capital stock of \$50,000.

The C. A. Linaker Provision Co., of Camden, Ark., will build a cold storage plant at Camden.

Gross Brothers Packing Co., Breckenridge, Pa., has been incorporated with a capital stock of \$50,000.

Extensive improvements to its plant are contemplated by the New South Packing Co., Middlesboro, Tenn.

The Grand Rapids Packing Co., Grand Rapids, Mich., is contemplating the erection of a new plant in the neighborhood of Grand Rapids.

The U. S. Export Chemical Co., has been organized at Tampa, Fla., with Lorenzo A. Wilson, President, and Harry L. Pierce, Vice President.

Baumgarten Bros. have been incorporated at San Francisco, Cal., with a capital stock of \$600,000 and will erect a slaughter house.

The New City Packing and Provision Co., 4737 S. Ashland Ave., Chicago, Ill., has recently been incorporated with a capital stock of \$100,000.

The M. Courtney Packing Co., St. Louis, Mo., have been incorporated with a capital stock of \$35,000 by C. N. Drake, M. Courtney and F. J. Kendall.

The Hannibal Packing Co. has been incorporated at Hannibal, Mo., with a capital stock of \$20,000. Incorporators are J. L. and I. R. Leach and others.

The Globe Soap Co., Los Angeles, Cal., has commenced construction of a plant in the Central Manufacturing District adjoining the Los Angeles Union Stockyards.

The Parrott Packing Co., Fort Wayne, Ind., has been incorporated with a capital stock of \$100,000 by Frank Parrott, Jos. W. Parrott, Edw. F. Parrott and Walter H. Hood.

The Thelen Meat Products Co. has been incorporated at Sacramento, Cal., with a capital stock of \$500,000. The directors are H. M. Milliken, C. C. Cuff, Roy B. Hibbitt, O. F. Meldon and Chas. J. Young.

Incorporation papers for the Rainier Corporation, Seattle, Wash., the new \$3,000,000 company that proposes to take over the Rainier breweries at Georgetown and convert them into a meat packing establishment were filed recently with the Secretary of State at Olympia, Wash.

JUNE CANNED MEAT TRADE GROWS.

Sales of canned meats increased greatly during June, while there was a drop in fresh meat demand due to seasonal influences, especially the hot weather. Reviewing the situation during June in the packing industry Armour and Company summarize it as follows:

So far as the packing industry is concerned, June has not been particularly satisfactory. Yet that is due more to seasonal influence than to economic ones. Meat sales are never at their best in June except in cured products, and this year there have been unusually heavy receipts of the less choice grades of animals.

As a consequence, the cheaper cuts have almost gone begging and the market on them has sagged materially. The sag in prices for the less choice carcasses was also reflected in the prices for the cheaper cuts of the best carcasses. That, of course, is a condition for which summer weather is responsible, in a large measure, since in these servantless days the majority of housewives prefer cooking steaks and hams to boiling other kinds of meats.

On the other hand, and as a sort of offset to the falling off in fresh meat demand, the sales of canned meats have increased enormously this month. Again, the warm weather is largely responsible. Nevertheless, the trade in such products as canned

meat, and even cured meats, is not so sensitive an indicator of business conditions as is the trade in the fresh product, which must be removed irrespective of general business conditions.

MARKET FIRMS PUT UNDER BONDS.

An amendment to the regulations under the packers and stockyards act, which makes detailed provisions for bonding of individuals and firms engaged in the livestock commission business, effective September 1, 1923, has been signed by the Secretary of Agriculture. A large number of livestock exchanges on the principal markets already had made provision for the bonding of members (commission men) and in a few States bonding of these market agencies has been required by law. This amendment assures that all of those handling livestock on markets doing an interstate business will provide safeguards against loss to those consigning animals to them.

The bonds required under this newly promulgated amendment are of such size, depending upon the business transacted in the preceding year, as to secure to the owner or consigner of livestock "faithful and prompt accounting for and payment of the proceeds of sales." The amount of the bond cannot be less than the nearest multiple of \$2,500 above the average amount of the gross proceeds of sale of livestock handled by the agency during two business days, based upon the total number of business days and the gross proceeds of sale for the preceding 12 months. In any case the bond cannot be less than \$5,000 and it need not exceed \$50,000. Conditions not specifically provided for by the amendment may be included in a bond providing they are not inconsistent with the regulations.

In addition to the bonds requirement, the revised regulations make obligatory an immediate written accounting of each sale, showing the number, weight and price of each kind of animals sold, the name of the purchaser, the date of sale, and such other facts as may complete the account.

A further important provision has to do with the use of funds resulting from the sale of livestock. These funds must not be intermingled with other accounts or funds of the market agency kept or used for other purposes.

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Standard Grades for Beef

Hardly any two packers grade their car-
cass beef alike. One packer for example
may ship as "good to choice" what another
concern calls "medium native" and a third
"good western."

The result of this confusion is frequent
misunderstandings between buyers and
seller on quality and price. What is the
remedy?

The obvious remedy is the adoption generally
of standard grades of beef to which
every shipper would be expected to conform
and would conform. And this is the
remedy which the U. S. Bureau of Agricultural
Economics has tried to work out in a
series of standards.

Starting with the livestock some time
ago, a definite standard grading was made
in co-operation with packers and pro-
ducers. Then, following on a particular
instance of confusion arising out of bid-
ding for steamship contracts, a standard
grading was worked out for the carcass
meats. This was logical, because with the
livestock graded it was comparatively
easy to make out a grading to conform to
that of the live animal.

This new grading marks a big step for-
ward. In order to give packers an author-
itative statement of these standard beef
grades, they were printed in full in a re-
cent issue. Such a grading will do much
to raise the level and make more definite
the marketing of the live animal. It will
enable both the seller and the buyer to
have the same yardstick to measure by.
But it must be adopted by everybody to
be effective.

Prevention Versus Arbitration

That it is better to avoid business dis-
agreements than to have to erect ma-
chinery to settle them, is the recent theme
of an important address by President
Charles E. Herrick of the Institute of
American Meat Packers. Prevention is
better than arbitration.

What is the basic reason for the occur-
rence of trade disputes to the extent they
arise today? The real reason would seem
to be that buyer and seller are not careful
enough to specify what they mean, what
obligations they are assuming in any
transaction. Or the industry between
whose members contracts are made does
not have standard rules of practice govern-
ing contracts which would serve as
guides.

Packers of the United States may take
pride in knowing that their own industry
has taken a leading part in adopting a
set of standardized terms and conditions
which have been published and are rec-
ognized throughout the industry as those

which should be followed. Packers can
insert in their contracts a reference to
these standards, specifying that such terms
shall govern in case of a dispute in the
particular contract.

President Herrick pointed out that there
was too much "jaywalking" in business,
jaywalkers being those who attempted
shortcuts. These people are those, who
instead of following careful conservative
lines laying down specific details so that
there will be no misunderstandings be-
tween buyer and seller, are of the "get-
order-quick" school, which disdains de-
tails.

The result of such an attitude is that
a dispute is likely to arise in a business,
which is a blow to that business. It may
be that that particular injury from the
dispute may heal in time. But there is a
reminder in the buyer's mind that there
is a likelihood of a recurrence. That
means that the basis of best business prac-
tice is lost, namely, complete confidence.
To avoid that misfortune prevention is
better than cure.

Putting Hides to New Uses

In many basic commodities there have
developed a great diversity of uses. But
unfortunately, due in large part to slow
moving custom, hides and leather have
been restricted to the manufacture of a
few articles. And even in this restricted
field substitutes have been devised through
the development of the automobile indus-
try and other agencies, which have cut
down the demand. The problem, then, is
to combat this situation and find an outlet
for the unfailing supply of hides and skins.

This present time is a good one to take
an active and aggressive stand. It is a
problem in which packers and tanners can
co-operate effectively. For up to the pres-
ent where substitutes have been brought
in to supplant leather, they have been
introduced, as a contemporary points out,
because of a possible reduction in price.
The development of substitutes was fos-
tered because of the high cost of com-
peting materials.

Now, however, the facts are reversed.
Leather is relatively cheaper than the sub-
stitutes.

That means that with the substitutes
still holding the fields they have, the only
solution for the packer's hides and tan-
ner's leather is to discover new uses.

How to accomplish this object is the
question. But it is not impossible. Pack-
ers and tanners are co-operating already
in experiments in hide curing. Co-opera-
tion in this matter may mean much for the
future of both the hide and leather fields

PRACTICAL POINTS FOR THE TRADE

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Making Bologna Sausage

A sausagemaker in the Middle West who is a reader of THE NATIONAL PROVISIONER and of "The Packers' Encyclopedia" writes as follows:

Editor The National Provisioner:

I desire full details regarding formulas for bologna which appear in "The Packers' Encyclopedia." You give the formula, but do not give full details. I will greatly appreciate the receipt of full instructions.

On page 151 of "The Packers' Encyclopedia" a standard formula for bologna style sausage without cereal is given as follows:

"Bologna Style Sausage."

Meats:

65 lb. bologna beef.
30 lb. sweet pickle meats, lean.
20 lb. tripe, cooked.
35 lb. fat pork trimmings.

150 lbs.

Spices:

45 oz. salt.
3 oz. saltpetre.
15 oz. black pepper.
9 oz. ground cloves.
3 oz. coriander seed.

Following are the methods of handling this formula to make the various sizes of this product:

Long Bologna.—Grind bologna beef and cooked tripe through fine plate of hasher, and sweet pickle meats and fat pork trimmings through $\frac{1}{4}$ -in. plate. Then put bologna beef and tripe in silent cutter and chop for about three minutes. Then add sweet pickle trimmings and chop about one minute additional. Then add 20 lbs. of fat pork trimmings and chop for one minute additional. This makes a total of five minutes chopping time, during which time enough ice water is to be used to keep the meats cool.

Spices may be added in either chopper or mixer.

Then put the chopped meats in the mixer, adding the remaining 15 lbs. of fat pork trimmings, and mix thoroughly for about three minutes. If cereal is used, include it in the meats in the mixing process.

Stuff in beef middles 18 inches long; positively none under 12 inches. Tie with 3-ply silver sail twine, knotting the twine to hang on the smoke sticks.

Smoke at 120° for one hour, or until the sausage is thoroughly dry; then gradually raise to 150° or 155° for 2 hours, or until thoroughly smoked. Cook 30 to 45 minutes,

depending on size of casings, at a temperature of 160° Fahr.

When cooked spray with cold water for about 8 minutes, or until sausage is well cooled. Hang in natural temperatures, avoiding draught, for 2 to 3 hours, to partially chill. Then put in cooler at 45° to 50° to chill before packing.

Large Bologna.—Use same meat and spice formula and handle the same throughout to the stuffing bench.

Stuff in beef bungs, cut 18 inches long, tied at one end with 3-ply silver sail twine, puncturing casings thoroughly to let out the air. Tie with double 3-ply silver sail twine and wrap with No. 36 medium seine twine, using a slip hitch knot about 3 inches apart. Knot the twine to hang on the smoke sticks.

Smoke about 1 hour at 120° to 125° Fahr., or until sausage is thoroughly dry; then gradually raise to 150° to 155° for $2\frac{1}{2}$ to 3 hours, according to size of casing. If product shows air on coming out of smoke, puncture the casings before cooking.

Cook for $2\frac{1}{2}$ to 3 hours, according to size of casings, at 160° Fahr. When

cooked, rinse with hot water to remove grease. Then spray with cold water for 8 to 10 minutes, or until sausage is well cooled. Hang in natural temperatures, avoiding draught, for 2 to 3 hours to partially chill. Then take to cooler to chill before packing.

Round Bologna.—Use same meat and spice formula as before, and handle same throughout to the stuffing bench.

Stuff in beef rounds that have been cut 16 inches long and tied at one end with 3-ply silver sail twine, leaving one end of the twine long enough to tie the other end of the sausage, forming a ring. Puncture casings thoroughly.

Smoke at 115° to 120° Fahr. for 1 hour, or until sausage is thoroughly dry; then gradually raise to 150° to 155° for $1\frac{1}{2}$ hours, or until thoroughly smoked.

Cook 25 to 30 minutes, according to size of casings, at 165° Fahr.

Spray in cold water for 7 to 8 minutes, or until sausage is well cooled. Then hang in natural temperatures, avoiding draught, for about 2 hours to partially chill. Hang in cooler at 45° to 50° to chill before packing.

Important Instructions.—Be sure smoking instructions are followed to the letter. If smoked at too high a temperature the product will show excessive shrinkage. Shrinkage in smoke should not exceed 9 per cent.

See that the casings are stuffed full and firm, as it improves the appearance of the sausage, as well as reducing the casing cost.

If meats are cured ahead, figure salt, sugar and saltpetre accordingly.

Another Bologna Formula.

The same method of handling may be used for the following formula for making a long, large or round bologna, as shown on page 152 of "The Packers' Encyclopedia":

Meats: 80 lb. beef cheek meat; 50 lb. beef tongue trimmings; 25 lb. tripe; 25 lb. hearts; 20 lb. S. P. pork trimmings; 10 lb. ham fat; 12 lb. flour.

Seasoning: 1 lb. 8 oz. black pepper; 5 oz. coriander; 4 oz. onions; 6 oz. allspice; 6 lb. salt; 8 oz. sugar; 6 oz. saltpetre.

If you need a good man watch the "Wanted" page.

Sausage Costs

In August, 1922, THE NATIONAL PROVISIONER published a study of sausage costs made by a committee of Chicago sausagemakers. This test sheet and explanation proved so valuable that it has been in constant demand ever since. THE NATIONAL PROVISIONER has received thousands of requests for this study from all over the United States and Canada, and even from foreign countries.

At the request of THE NATIONAL PROVISIONER this study has been revised and added to, and it will be reprinted in its new form in an early issue of THE NATIONAL PROVISIONER.

Watch for it, and if you want an extra copy write to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

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Booster Cereal Flour

Hog Head Meat in Summer

A small killer and curer in the South wants to know how to dispose of his surplus hog heads in hot weather, when he can't use them in his open kettle lard. He says:

Editor The National Provisioner:

We are in the pork business in a small way, probably handling not over 50 hogs per week at present, although during the winter months we will handle up to two cars per week.

During fall and winter months we can utilize all of our heads in making liver mush and souse. At this time of the year, however, there is no demand for these two products, and the heads are a drug on our hands.

In rendering lard, we use the open kettle process, and it is difficult to utilize the heads for lard in this manner. Can you offer us some suggestion?

It is noted that during the fall and winter months the inquirer is able to utilize all of their hog heads in the manufacture of sausage, but during the summer months these products are unseasonable and the heads are a drug on their hands.

Cure and Carry the Product.

It is suggested that the inquirer bone the heads and cure the snouts, underlips, cheek meat and ears. The pork cheeks can be put down in a dry cure, and the snouts, underlips and ears in full strength pickle and carried in curing temperatures until the product is fully cured, at which time it may be transferred to low temperatures.

There should be a ready sale for the dry-cured pork cheeks during the summer months, and they are now in great demand everywhere. It is just a matter of accumulating and keeping the balance of the product until about September, when it should be in demand.

Cure for Pork Cheeks.

The following is a dry cure for pork cheeks:

Twelve lbs. salt; 2 lbs. sugar, 3 oz. salt-petre or nitrate of soda; 2 gals. No. 2 ham pickle (50° strength).

If pork cheeks are not used in thirty days, then put away in a cooler at 26° to 28° temperature.

Sausage Foremen

Why are so many packers and sausage-makers looking for sausage foremen?

Is it because there are more sausage rooms than there are competent men to run them?

Or is it because there is little inducement to become a sausage foreman?

If you saw a girl on a stuffing bench drawing more pay than the foreman, which job would you pick?

Read the discussion of this subject which will appear in an early issue of THE NATIONAL PROVISIONER.

Regarding curing of snouts, lips, ears, etc. Place snouts, ears, etc., in full strength plain pickle (100° strength). Roll tierces every five days. At the end of thirty days drain the curing pickle and replace with new pickle at 26° Fahr. and storage at a temperature of 26° to 28°.

Force Cure for Boiled Hams

The "Boiled Ham Season" discussion started several weeks ago in THE NATIONAL PROVISIONER is arousing wide attention and a great deal of interest. Curers and ham boilers have been asked to submit their questions, and also to give their experiences.

Regarding the plan of using a force cure on S. P. hams for boiling, a well-known Southern superintendent confirms the advice already given. He tells his experience and touches upon one of the weak points in previous practice in the following letter:

Editor The National Provisioner:

In regard to the forty-day cure for boiled hams, I find it can be done very satisfactorily.

We are boiling here over 2,000 hams per week, and as we are not a big meat

packer, our supply naturally is very limited, which necessitates us pulling about 1,000 hams per day from our cellar to take care of all our ham requirements—boiled hams being included.

With this situation it compels us to take our hams out at forty to fifty days old. To do this we must pump all our hams with the same pickle as we use for curing them, 65 degree sweet pickle.

Our hams are fine and compare favorably with the very best on the market, and they stick together very well; that is, do not crumble when sliced.

In connection with this, the writer knows the great trouble with many meat packers is that they think it will not do to use anything but a full strength of plain pickle, loaded down with saltpetre and nitrate of soda, for pumping. This is where they make a serious mistake.

Yours truly,

SOUTHERN SUPERINTENDENT.

[EDITOR'S NOTE—Information on boiling hams and curing hams for boiling appeared on this page on May 29, June 2, June 16 and June 23.]

Curers and ham boilers are invited to write and send in further questions, or to give their experiences for the benefit of others.]

Smokehouse Temperatures

A subscriber in Texas, referring to a recent article on "Shrinkage in Curing Meats," says:

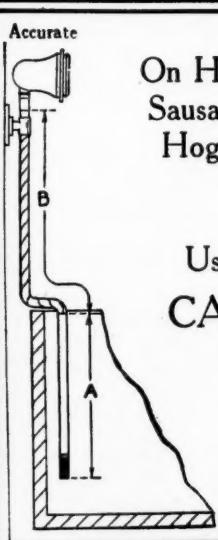
Editor The National Provisioner:

We would appreciate your giving us the temperature used in smokehouse during period which you have outlined as the proper length of time for smoking.

Usually best results are obtained by slowly heating the house with a wood fire to a temperature of 120 degrees Fahr. and hold at this temperature for first four or five hours. Hardwood sawdust should then be placed on the fires, and temperature reduced to 110°, and hold at this temperature during entire smoking period.

During the first four or five hours the ventilators should be left open to allow moisture to escape. After this time dampers should be regulated so that a dense cool smoke is maintained throughout the smokehouse.

Accurate



On Ham Boilers
Sausage Kettles
Hog Scalders

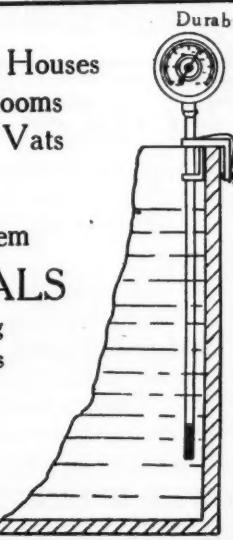
Use Flexible Stem
CALO DIALS
For Mounting
on the Wall
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Sides.

CALODIAL, Inc.

Use Calo Dials
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To Tell Temperatures



Durable



On Smoke Houses
Cold Rooms
Pickle Vats

Use Rigid Stem
CALO DIALS
For Clamping
To Tank Sides

Send For
Catalogue and
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New Rochelle, N. Y.

June 30, 1923.

The Hildebrandt Revolving Smoke House



Illustration of Type A-8

Produces
a uniform heat,
smoke and color.

This assures a high
grade quality smoked
meat and increases the
market value.

The "Hildebrandt System" is positively a continuous operation. The conveyor mechanism passes upward over top sprockets and down the opposite side, meat products being removed from Smoke House on the same floor from which it is loaded, or it can be loaded on one floor and unloaded on any floor or position required.

Any kind of Sausage or
Cottage Hams can be uniformly smoked in the

Hildebrandt Revolving Smoke House.

**Saves 100% to 500% in
floor space.**

BUILT IN TWO TYPES:

Type A-8—Carries the sausage sticks only—Capacity (app.) 1,000 lbs. to 1,200 lbs. per hour.
Type A-9—Carries the sausage cages attached rigidly to chain with rail attachment in the center for carrying ham and bacon cages. Sausage sticks can be placed on the cages in this house.

Detailed description and information on request.

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It is safe, simple, cheap.

W. J. SPRINGBORN
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MEAT PRODUCT EXPORTS IN MAY.

Exports of meats and meat products in May 1923, totaled 79,100,797 pounds, compared with 55,357,335 pounds for May 1922. For the eleven months ended May 1923, the total exports amounted to 844,433,530 pounds.

Of the individual exports showing increases over last May are the following: Fresh beef, 200,000 lbs. more; fresh pork, 1,650,000 lbs. more; hams and shoulders, 5,000,000 lbs. more; '15,500,000 lbs. more; pickled pork, 100,000 lbs.; lard, 42,000,000 lbs. more; neutral lard, 967,000 lbs. more.

On the other hand, during May 1923 the following products showed decreases: Pickled beef, canned beef, sausage, oleo oil, compound lard and margarin.

For the eleven months ended May 1923 the following products showed increases over the same period of the previous year: Fresh beef, fresh pork, hams and shoulders, bacon, pickled pork, sausage, lard

and neutral lard. The products showing decreases for the same period were as follows: Pickled pork, canned beef, oleo oil, compound lard and margarin.

Exports of meats and meat products for May 1923 with comparisons are reported as follows:

	—Month of May—
1922.	1923.
Total meats, lbs.	55,357,335
Value \$10,493,620	\$11,201,907
Animal oils and fats, value	\$8,727,804
Beef, fresh, lbs.	239,635
Value \$35,300	\$45,296
Beef, pickled, etc., lbs.	1,912,151
Value \$177,085	\$163,100
Pork, fresh, lbs.	683,907
Value \$115,434	\$231,173
Hams and shoulders, lbs.	24,988,323
Value \$5,562,191	\$4,607,177
Bacon, lbs.	19,069,743
Value \$2,824,784	\$4,354,574
Pork, pickled, lbs.	2,342,019
Value \$286,192	\$264,776
Beef, canned, lbs.	278,238
Value \$100,802	\$70,202
Sausage, canned, lbs.	236,481
Value \$77,037	\$61,508
Oleo oil, lbs.	13,026,083
Value \$1,290,888	\$1,125,333
Lard, lbs.	59,816,953
Value \$6,731,731	\$5,153,553
Neutral lard, lbs.	1,176,012
Value \$148,501	\$277,407
Lard, compounds (animal fats), lbs.	1,085,004
Value \$144,100	\$59,835
Margarine (animal fats), lbs.	177,547
Value \$26,872	\$13,559

Exports of meat and meat products for the eleven months ended May 1923 with comparisons are reported as follows:

	11 months ended May 1923.
Total meats, lbs.	844,433,530
Value \$119,249,444	\$132,057,744
Animal oils and fats, value	\$114,558,514
Beef, fresh, lbs.	3,780,622
Value \$567,915	\$581,307
Beef, pickled, etc., lbs.	24,227,158
Value \$2,176,064	\$2,096,104
Pork, fresh, lbs.	23,815,018
Value \$3,500,371	\$3,344,637
Hams and shoulders, lbs.	240,088,457
Value \$45,276,741	\$50,533,538
Bacon, lbs.	326,481,561
Value \$47,319,323	\$55,533,260
Pork, pickled, lbs.	30,504,263
Value \$3,569,700	\$4,615,245
Beef, canned, lbs.	3,511,720
Value \$601,627	\$590,551
Sausage, canned, lbs.	1,778,826
Value \$190,210	\$200,236
Oleo oil, lbs.	104,990,042
Value \$111,207,206	\$111,122,028
Lard, lbs.	753,130,095
Value \$87,985,556	\$88,036,468
Neutral lard, lbs.	17,864,804
Value \$2,206,360	\$3,273,431
Lard, compounds (animal fats), lbs.	28,831,285
Value \$3,321,459	\$1,318,847
Margarine (animal fats), lbs.	1,879,037
Value \$336,525	\$412,582

EXPORTS OF PROVISIONS.

Exports of provisions from the Atlantic and Gulf ports for the week ending June 23, 1923, with comparisons:

	PORK, BBLS.
Week ended June 23, 1923.	Week ended June 24, 1922.
Continent 75	75
So. and Cent. Amer.	250
West Indies	215
B. N. A. Colonies. ....	.....
Other countries. ....	.....
Total 540	781
BACON AND HAMS, LBS.	
United Kingdom.... 9,003,164	8,354,000
Continent 2,848,000	2,772,500
So. and Cent. Amer. ....	.....
West Indies .....	.....
B. N. A. Colonies. ....	.....
Other countries. ....	.....
Total 11,851,164	11,156,500
LARD, LBS.	
United Kingdom.... 3,773,850	2,829,260
Continent 7,752,263	6,370,740
So. and Cent. Amer. ....	.....
West Indies .....	.....
B. N. A. Colonies. ....	.....
Other countries. ....	.....
Total 11,741,113	9,200,000

RECAPITULATION OF WEEK'S EXPORTS.

	Pork, lbs.	Bacon and hams, lbs.	Lard, lbs.
New York 325	4,280,164	7,095,113	
Philadelphia 215	.....	163,000	
New Orleans 215	.....	215,000	
Montreal 6,252,000	1,948,000	.....
Boston 1,319,000	2,315,000	.....
Total, week 540	11,851,164	11,741,113	
Previous week 1,256	14,816,750	18,876,437	
Two weeks ago 680	16,268,060	17,732,100	
Same week year ago 781	11,156,500	9,200,000	
Comparative summary of aggregate exports, in lbs., from Nov. 1, 1922, to June 23, 1923:			
1922-1923. 1921-1922. Increase.			
Pork 7,295,200	3,483,404	3,811,800	
Bacon and hams. 522,412,964	322,893,117	199,519,247	
Lard 610,363,290	382,421,582	227,941,708	

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Hogs Easier—Movement Liberal—Product Heavy—Expected Stock Gains—Export Movement Fair.

The action of the product market has been again against values, and prices have declined, with lard getting below the 11c line, and at the lowest prices since the beginning of the year. The action of the hog market has also been rather disappointing, with a reaction below the 7c figure. The market shows but limited interest on live stock at the decline, partly due to the action of product. With ribs and lard heavy, there has been little inducement to buy hogs. A comparison of prices shows hogs, while somewhat better than the preceding week, lower than for any other corresponding week for the past ten years. Cattle, on the other hand, are higher than any corresponding week except during the war years, and sheep and lambs also make a very good showing.

With lambs at \$15.85 average for the week, the price was \$4.40 higher than the average, including the war years. Sheep were only 1c a pound under the average, including the war years, and cattle only 3/4c of a pound under.

Comparative Livestock Prices.

The comparative livestock figures at Chicago for the last week and for the corresponding weeks in previous years follow:

	Hogs	Cattle	Sheep	Lambs
Last week	\$ 7.15	\$10.28	\$ 6.25	\$15.85
Previous week	6.65	10.00	5.65	15.65
Cor. week, 1922	10.35	8.90	6.60	12.25
Cor. week, 1921	8.45	8.05	4.85	11.85
Cor. week, 1920	15.15	15.35	7.85	14.05
Cor. week, 1919	20.80	13.65	8.75	12.25
Cor. week, 1918	16.55	16.00	12.00	16.25
Cor. week, 1917	15.15	12.15	9.85	14.45
Cor. week, 1916	9.80	9.55	7.25	9.00
Cor. week, 1915	7.60	9.20	6.10	8.50
Cor. week, 1914	8.35	8.75	5.25	8.50
Cor. week, 1913	8.80	8.00	4.25	7.10
Av. 1913 to 1922	\$12.10	\$10.95	\$ 7.25	\$11.45

*Comparing with June 11 "springers" were classified as aged lambs.

The receipts of hogs last week at the principal points were 527,000, against 537,000 last year, and cattle 163,000, against 193,000. The packing continues very liberal and the slaughter for the week was 688,000, which, however, was 68,000 less than for the corresponding week a year ago. For the summer season to date the total has been 13,774,000, against 10,267,000 a year ago.

May Livestock Movement.

The livestock movement for the month of May at the sixty-eight markets of the country and for the five months ended May 31st follow:

Cattle—	1923.	1922.
May receipts	1,900,000	1,878,000
Five months	8,376,000	8,015,000
Slaughter, five months	5,105,000	4,727,000
Hogs—		
May receipts	4,524,000	3,737,000
Five months	23,567,000	18,105,000
Slaughter, five months	15,446,000	11,587,000
Sheep—		
May receipts	1,794,000	1,692,000
Five months	7,673,000	7,618,000
Slaughter, five months	4,154,000	3,997,000

The interesting facts in connection with this is that for five months the slaughter of cattle has increased 440,000, hogs increased 3,860,000, and sheep increased 157,000. Yet with all this enormous increase in slaughter, the position as to supplies is not particularly burdensome. It is enough so, however, to take the edge off the market, and bring about a rather steady decline in prices.

Quite an interesting study has been made by the Department of Agriculture on the trend of livestock prices for the past year on the basis of percentage, par being the average pre-war 1910-14 figure. The price of hogs was the highest in June last year at 127, with an almost steady decline in May, when the average was 99. Since then the price has still further declined.

On the other hand, cattle are higher now than a year ago, and are higher than most of the periods of the past year, except the early part of this year.

Veal calves are also higher than a year ago, and almost up to the high of the year; sheep are well up towards the higher year, lambs at practically the high of the year, and cows at about the high of the year.

The export movement of lard and meats continues good, the shipments of lard the past week were 12,200,000 lbs., against 10,300,000 lbs. last year, and meats 15,700,000 lbs., against 13,300,000 lbs. last year. The Government statement of the exports for the eleven months this season show the following comparisons, in thousand pounds (000 omitted):

	May, 1922.	May, 1923.	11 mos., 1922.	11 mos., 1923.
Beef, fresh, lbs.	239	448	3,780	3,864
Beef, pickled, etc., lbs.	1,927	1,612	24,227	22,078
Pork, fresh, lbs.	685	2,331	23,815	40,408
Hams and shoulders, lbs.	24,988	30,031	240,088	288,437
Bacon, lbs.	19,000	34,524	320,481	379,640
Pork, pickled, lbs.	2,242	2,442	30,561	37,166
Beef, canned, lbs.	278	221	3,111	2,125
Smoked ham, lbs.	239	232	1,778	2,500
Oleo oil, lbs.	13,228	8,917	104,890	96,937
Lard, lbs.	50,818	93,198	755,130	888,036
Neutral lard, lbs.	1,176	2,143	17,864	25,311
Lard compounds (animal fats), lbs.	1,085	425	28,831	10,553
Margarine (animal fats), lbs.	177	180	1,879	1,927
Milk, condensed, lbs.	16,625	16,365	272,099	148,637

PORK—Demand quiet but market steady with New York \$25, family \$30, short clears \$21@25.50; mess at Chicago \$22.50.

LARD—Export trade slow, domestic demand less active, market weak. Prime western New York 11.40@11.50c, middle

western 11.25@11.35c, city 11c nominal, refined to the continent 12 1/4c, South American 12 1/2c, Brazil kegs 13 1/2c, compound in car-loads 12 3/4c@13c. At Chicago regular lard in round lots was quoted .02 1/2c under July, leaf lard .70 under July and loose lard .87 1/2c under July.

BEEF—The market was dull but rather firm with mess at New York \$15, packer \$14.50@15, family \$16.50@17.50, extra India mess \$28@30, No. 1 canned roast beef \$2.35, No. 2 \$4.05, and sweet pickled tongues \$55@65 per bbl, nominal.

SEE PAGE 37 FOR LATER MARKETS.

BRITISH PROVISION MARKET.

(Special Report to The National Provisioner.)
Liverpool, June 16, 1923.

The market for American bacon this week has been dull and quiet, but a steady market has been maintained, a fairly steady consumption balancing the present moderate arrivals, while the firm position of Irish and Danish has helped to give a better tone.

In American bacon, Wiltshires and light Cumberlands are in best request, with heavy Cumberlands and bellies selling very quietly.

S. C. backs are easier on the poor demand from Ireland.

Hams are in fair sale for A. C.'s, but quiet for skinless and long cuts.

Lard is quiet. Irish and Danish cuts have been well taken up this week, and with the reduced Danish killings prices have had a sharp advance.

MEAT PRODUCED AND CONSUMED.

Total meat production and consumption in the United States for May, 1923, with comparisons, are reported as follows by the U. S. Department of Commerce:

CATTLE AND BEEF.

	1922	1923
May, April.		
Cattle movement, prim. mkt.		
Receipts, thousands	1,878	1,670
Shipments, total, thousands	750	573
Shipments, stocker and feeder, thousands	359	233
Slaughter, thousands	1,086	1,086
Beef products:		
Inspected slaughter production, thousands, of lbs.	363,071	405,228
Exports, thous. of lbs.	13,735	12,149
Prices, Chicago:		
Cattle, corn fed, dolls. per 100 lbs.	8,615	9,015
Beef, fresh native steers, dolls. per 100 lbs.	14.50	14.50
Beef, steer rounds, No. 2, dolls. per 100 lbs.	14.40	14.50
HOGS AND PORK.		

Hog movement, primary mkt.		
Receipts, primary markets, thousands	3,737	4,318
Shipments, primary markets, thousands	1,149	1,393
Shipments, stocker and feeder, thousands	70	76
Slaughter, thousands	2,572	2,924
Pork products:		

Inspected slaughter production, thousands, of lbs.	508,909	737,545
Exports, thous. of lbs.	90,132	164,288

Hogs, heavy, Chicago, dolls. per 100 lbs.	10,425	7,965
Pork, loins, fresh, Chicago, thous. of lbs.	23.80	15.30

SHEEP AND MUTTON.

Sheep movement, primary mkt.		
Receipts, primary markets, thousands	1,692	1,447
Shipments, primary markets, thousands	832	584
Shipments, stocker and feeder, thousands	145	82
Slaughter, thousands	852	855

Lamb and mutton, inspected slaughter production, thous. of lbs.	20,299	37,726
Prices:		

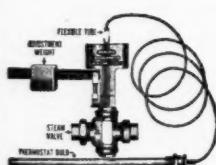
Sheep, ewes, Chicago, dolls. per 100 lbs.	5.900	7.565
Sheep, lambs, Chicago, dolls. per 100 lbs.	12,475	13,065

How To Avoid Paying Government Penalties

You know that water for sterilizing must be the exact temperature prescribed by the government. You know, too, that water too hot spoils the meat—wastes fuel besides; and that water too cool means paying governmental penalties.

But let a man do his best at watching thermometers and turning valves, the water *will* get too hot or too cool—and *yours* is the loss.

Then why not eliminate the human element by applying Powers Automatic Regulators to your Sterilizing Tanks? They're always on the job—never lay down, never forget, never make a mistake. They prevent all the losses that creep in with man-control of temperature.



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For closed or open tanks, hog scalding vats, etc. The thermostat bulb is connected with valve by flexible tube. Easily installed. Relieves men from duty of constantly testing temperatures and regulating steam supply.

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(2298)

CORN, HOG AND WHEAT OUTLOOK.

A forecast of the corn-hog situation and of the wheat situation is to be made by a group of agricultural economists and statisticians, called into conference by Secretary of Agriculture Wallace. The conference has been called at Washington, D. C., July 11 and 12 when a forecast and résumé of the prospective domestic and foreign demand for corn and hogs and wheat will be prepared.

The conferees will have available the results of the Nation-wide pig count just completed by the Department of Agriculture in co-operation with the Post Office Department, giving estimates of the spring pig crop and intentions of farmers to breed for fall litters. There will also be available the Government crop estimate of corn

acreage and production to be released July 9. With these sets of facts as a basis for forecasts the committee is expected to announce information which will be helpful to farmers in making their program for next fall and winter.

On wheat the Government crop report of July 9 giving the condition of spring and winter wheat and a forecast of total production will be available to the conferees. This information, considered together with the latest available figures on wheat movement and supply in the United States and abroad will enable the committee to prepare a rather comprehensive report on the outlook of the world wheat situation.

The conference will also prepare a report on probable demand at home and abroad during the next six or nine months.

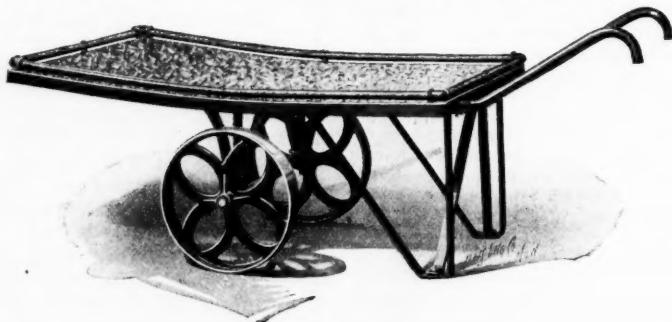
WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, June 28, 1923, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS:				
Choice	\$17.50@18.00	\$15.50@16.00	\$16.00@17.50	\$17.00@18.00
Good	16.00@17.00	15.00@15.50	15.00@16.00	15.50@16.50
Medium	15.00@16.00	13.50@15.00	13.00@15.00	14.00@15.00
Common	14.00@15.00	11.00@13.00	9.00@10.50	8.00@12.00
COWS:				
Good	12.00@13.00	12.00@13.00	11.50@12.00	12.00@12.00
Medium	11.00@12.00	11.00@12.00	10.00@11.00	10.00@11.00
Common	9.50@10.50	....@....	8.50@10.00	8.00@9.00
BULLS:				
Good@....@....@....@....
Medium@....@....@....@....
Common	7.25@7.50	....@....	8.00@8.25	8.50@....
Fresh Veal*				
Choice	18.00@19.00	....@....	17.00@19.00@....
Good	17.00@18.00	....@....	15.00@17.00	16.00@17.00
Medium	14.00@16.00	11.00@12.00	13.00@15.00	14.00@15.00
Common	10.00@13.00	10.00@11.00	10.00@13.00	10.00@13.00
Fresh Lamb and Mutton—				
LAMBS:				
Spring	31.00@32.00	30.00@33.00	26.00@28.00	25.00@30.00
Choice	28.00@30.00	28.00@30.00	25.00@27.00@....
Good	25.00@27.00	24.00@27.00	23.00@25.00@....
Medium	23.00@24.00	22.00@24.00	20.00@23.00@....
Common	20.00@23.00	15.00@22.00	15.00@20.00@....
YEARLINGS:				
Good	....@....	....@....	17.00@19.00@....
Medium@....@....@....@....
Common@....@....@....@....
MUTTON:				
Good	15.00@16.00	14.00@17.00	16.00@17.00	17.00@19.00
Medium	12.00@14.00	11.00@13.00	14.00@15.00	14.00@16.00
Common	9.00@11.00	10.50@11.00	11.00@13.00	8.00@12.00
Fresh Pork Cuts—				
LOINS:				
8-10 lb. average	15.00@16.00	15.00@16.00	15.00@16.00	15.00@17.00
10-12 lb. average	14.00@15.00	14.50@15.50	14.00@15.00	14.00@16.00
12-14 lb. average	12.50@13.50	13.50@14.00	12.50@14.00	13.00@15.00
14-16 lb. average	11.50@12.50	12.00@13.00	11.00@12.50	12.00@14.00
16 lb. over	10.00@11.00	10.50@12.00	9.00@11.00	11.00@12.00
SHOULDERS:				
Skinned	8.00@9.50	....@....	8.00@11.00	9.00@11.00
PICNICS:				
4-6 lb. average	8.00@9.00	9.00@10.00	8.00@9.50	9.00@10.00
6-8 lb. average	7.50@8.00	8.00@9.00@....@....
BUTTS:				
Boston style	10.00@11.00	....@....	10.00@12.00	11.00@13.00

*Veal prices include "hide on" at Chicago and New York.

HAM AND BACON TRUCK



THIS is our No. 114 Ham and Bacon Truck. It is built for strength with light weight. Much lighter than the ordinary truck of this type, yet is perfectly balanced and will carry a load of 1000 pounds.

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TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW.—Late last week the tallow market developed considerable weakness, breaking $\frac{1}{2}$ c to new lows, with sales of extra New York at 6 $\frac{1}{2}$ c, resulting in a limited volume of trade this week, with the undertone still heavy, buyers bidding under the market but with holders refusing to make further concessions. Sales were reported this week of 75 drums by outside interests, equal to extra, at 6 $\frac{1}{2}$ c, delivered.

Country tallow at New York was easier, with choice quoted at 7c, equivalent to 6 $\frac{1}{2}$ c for extra. The West reported a poor demand and a weak market, with buyers talking lower prices on each succeeding sale. The warm weather resulted in liquidation by holders and created the belief among consumers that they could practically name their own figure.

At Liverpool Australian tallow was 9d to 1s higher for the week, with choice quoted at 41s 9d, and good mixed at 40s 9d. At the London auction on June 27th, 1,354 casks were offered, of which 544 sold at prices unchanged from the previous week.

At New York city was 6c nominal, special loose 6 $\frac{1}{2}$ c, extra at 6 $\frac{1}{2}$ c, and edible 7 $\frac{1}{2}$ @8c. At Chicago edible was 7 $\frac{1}{2}$ @8c, prime packer 6 $\frac{1}{2}$ @7c, No. 1 at 6 $\frac{1}{2}$ @6 $\frac{1}{2}$ c, No. 2 at 5 $\frac{1}{2}$ @5 $\frac{1}{2}$ c, and country 4 $\frac{1}{2}$ @5c.

STEARINE.—New lows were made, under liquidation and the weakness in tallow, with sales reported at from 8 $\frac{1}{2}$ @8 $\frac{1}{2}$ c New York, and while some very small sales were recorded later at 8 $\frac{1}{2}$ c, the market was unsettled and weak, and quoted at 8@8 $\frac{1}{2}$ c nominal. At Chicago trade was slow, with the last sale at 8 $\frac{1}{2}$ c, and the market now quoted at 8c. In some quarters it was said that the pressing surplus had been taken off the market at New York, but demand showed no improvement except at concessions.

OLEO OIL.—The market was inactive and nominal with extra 12c New York, medium 11c, lower grades 9 $\frac{1}{2}$ c; extra at Chicago 11 $\frac{1}{2}$ @12c.

SEE PAGE 37 FOR LATER MARKETS.

LARD OIL.—No important changes were noted the past week, and while offerings were light, demand was small and the heaviness in lard made for an unsteady tone. At New York edible was quoted at 14 $\frac{1}{2}$ c per lb., extra winter 12c, extra No. 1 at 11c, and No. 2 at 10c.

NEATSFOOT OIL.—A small business was again reported, but the undertone was steady with pure at New York quoted at 14 $\frac{1}{2}$ c per lb., extra at 11c, No. 1 at 10 $\frac{1}{2}$ c, and cold-pressed at 16 $\frac{1}{2}$ c.

GREASES.—A weaker market was in evidence, owing to the warm weather, the break in tallow and an increasing disposition to let go of holdings. Buyers were interested only in declines, while the West also reported a slow demand. At New York yellow was quoted at 6 $\frac{1}{2}$ @6 $\frac{1}{2}$ c nominal, house at 6 $\frac{1}{2}$ @6 $\frac{1}{2}$ c, and white 8@8 $\frac{1}{2}$ c. At Chicago white grease was quoted at 7c; export grade 8 $\frac{1}{2}$ @8 $\frac{1}{2}$ c delivered New York; yellow, last sale 5 $\frac{1}{2}$ c, brown listed at 5c delivered with sellers talking 5 $\frac{1}{2}$ c net, and house 4 $\frac{1}{2}$ @5c.

PORK LIVERS MUST SUIT TRADE.

A German trader recently was selling Danish pork livers for 4,000 marks per pound, and American livers packed in tierces for 2,000 marks per pound. The American pork livers were very white and

stale looking, while the Danish livers on the markets were absolutely fresh. The trader said he was able to sell American livers only to cheap liver sausage manufacturers because of the great loss of protein. Naturally, American livers cannot, because of shipping considerations, compete on an equal basis; nevertheless, higher prices can be obtained for goods brought through in the best possible condition.

In Hamburg inspectors object to the way many American houses pack their frozen pork livers. They have asked that pork livers be packed in boxes of two

rows with the glands out. They state that many of the American packers will not conform to this policy and pack them in a box in varieties of ways. Consequently, when there is a little rush this means a delay in clearing such packages.

Lard, fat backs, etc., continue to be sold in good quantities in Austria and in Hungary. A commission formed of German consumers, wholesalers, retail butchers and representatives of the livestock trade to set maximum prices on livestock proved such a failure that the consumers and wholesalers have withdrawn their co-operation.

Packinghouse By-Products Markets

Blood.

Chicago, June 28, 1923.

There was one sale reported of blood at \$4.00, but there has been very little business done this last week.

	Unit ammonia.
Ground	\$4.00@4.10
Crushed and unground.....	3.75@3.90

Digester Hog Tankage Materials.

This market has been very quiet. Buyers are not interested at all. They think the market should be considerably under the present level.

	Unit ammonia.
Ground, 11 $\frac{1}{2}$ to 12% ammonia.....	\$3.35@3.50
Unground, 10 to 11% ammonia.....	3.15@3.25
Unground, 7 to 9% ammonia.....	2.85@3.10

Fertilizer Tankage Materials.

Fertilizer sold at \$3.00 Chicago for high grade ground. Several lots went at this price, but it is thought to be a little high. High grade, ground, 10-11% ammonia... \$2.90@3.10
Lower grade, ground, 6-9% ammonia... 2.85@2.80
Medium to high grade, unground..... 2.50@2.75
Low grade and country rend., unground..... 2.25@2.40
Hoof meal..... 2.75@2.85
Liquid stick..... 2.65@2.75
Grinding hoofs, pigs' toes, dry..... 33.00@35.00

Bone Meals.

This market is soft and considerably off from last week. There is a great deal of meal on the market. Those who accumulated stuff expected business to develop about this time. This has not happened and so they have been offering it in quantities and the market has slumped.

	Per ton.
Raw bone meal.....	\$28.00@30.00
Steamed, ground.....	21.00@24.00
Steamed, unground.....	18.00@20.00

Cracklings.

There has been no interest at all in cracklings this past week as has been the case for some time.

	Per ton.
Pork, according to grease and quality... \$55.00@65.00	
Beef, according to grease and quality... 40.00@50.00	

Bones, Horns and Hoofs.

Horns and bones have been in very good demand, but hoofs were in only a medium active state.

	Per ton.
No. 1 horns.....	\$275.00@300.00
No. 2 horns.....	225.00@250.00
No. 3 horns.....	150.00@200.00
Calls.....	25.00@38.00
Hoofs, black and striped, unassorted.....	38.00@40.00
Hoofs, white, unassorted.....	60.00@70.00
Round shin bones, unassorted, heavies.....	85.00@95.00
Round shin bones, unassorted, lights.....	70.00@80.00
Flat shin bones, unassorted, heavies.....	65.00@70.00
Flat shin bones, unassorted, lights.....	55.00@60.00
Thigh bones, unassorted, heavies.....	85.00@95.00
Thigh bones, unassorted, lights.....	70.00@80.00

Glue and Gelatin Stock.

Jaws, skulls and knuckles are about the same as last week. While there have been quite a few sales the market on the whole has been quiet.

	Per ton.
Calf stock.....	\$28.00@30.00
Edible pig skin strips.....	60.00@65.00
Rejected manufacturing bones.....	48.00@50.00
Horn pits.....	36.00@38.00
Cattle jaws, skulls and knuckles.....	33.00@35.00
Junk and hotel kitchen bones.....	23.00@25.00
Sinews, pizzels and hide trimmings.....	17.00@19.00

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, June 28, 1923.—There has been no trading in New York tankage for the past ten days. The buyers are not interested in buying at present prices because they are in no immediate need of raw materials, but on the other hand the producers are not willing to shade their asking prices because their stocks are light.

Beef cracklings have been in fair demand; last sales of 60% protein were made at 95c New York, while the lower grades are being offered around 90c.

The Menhaden fish factories all report a very poor catch of fish so far this season and they are unwilling to sell for future delivery.

Nitrate of soda is only in fair demand for spot delivery. Future trading is very light; the present prices are several dollars per ton higher than last year and the fertilizer manufacturers are holding off awaiting further developments.

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WHAT MAINTAINS QUALITY IN MARGARIN

How to Avoid Moldiness in Ordinary Fats

By Dr. Charles Thom, U. S. Bureau of Chemistry.

[EDITOR'S NOTE.—An able discussion of factors affecting the keeping quality of margarin, by Dr. Thom of the U. S. Bureau of Chemistry, was one of the most interesting features of the convention of the Institute of Margarin Manufacturers at Atlantic City recently. In addition to giving the causes of molds in fats, Dr. Thom draws some important conclusions in a practical way in this address, which is here published.]

In undertaking to talk molds and spoilage to a group of margarin manufacturers, it is necessary to say at the outset that I have had no opportunity to study the problem first-hand in margarin factories. Anything that I may say specifically about your manufacturing field will necessarily lack that intimate personal touch which is necessary to give an opinion the largest value. Nevertheless, during the past twenty years, I have encountered a certain series of problems and products which run so close to the difficulties encountered by the margarin manufacturer that I may be able to make some suggestions of value.

The raw material with which the members of your association deal are animal fats, vegetable fats, milk, salt, water, and air. I have included air because it introduces a factor which every manufacturer handling food materials must recognize as one of the vehicles of infection and agents of decomposition. I am further informed that in your factories you use the regular churn, working apparatus, and salt of the butter factory, that the bulk of your product, perhaps 95 per cent, is sold in cartons, the rest in tubs.

Let me discuss with you these materials, one by one. It has been my experience in dealing with manufactured food products that many of the troubles encountered in the finished product are traceable to some mishandling of material during or previous to manufacture. Other difficulties are attributable to factors which have escaped notice in the adjustment of a practice based upon one set of raw materials to a different series of products.

Molds and Fats.

Since fat constitutes 80 to 90 per cent of your product, it may properly be discussed first. Culture experiments reported elsewhere¹ showed that certain molds grew readily when furnished butterfat as a sole source of carbon. In those experiments, purified butterfat was floated upon a solution which furnished the remainder of the nutriments required for normal growth. The floating masses of butterfat were overgrown by mold and so attacked and disintegrated as to show easily noticeable evidences of decomposition.

In actual storage, molds are occasionally found discoloring masses of fat, especially stearin, but those who have investigated the conditions back of such discoloration report the presence of traces of water and other nutriments in these particular lots, and that state that further losses were prevented by eliminating these impurities. The pure fat itself does not contain all the nutriments required for growth; hence no mold will be met in pure lots.

The percentage of water and of nutriments necessary to permit the development of appreciable amounts of mold is very

small. A single infected drop of nutrient fluid enclosed in a mass of fat may produce a visible mold colony. In the crude fatty materials from which pure fat is prepared, however, there are abundant materials for mold bacterial development.

Both vegetable and animal fat in such combinations are readily attacked and damaged by micro-organisms. Extraneous odors and tastes of many kinds are absorbed by fat also. To get such products to the consumer without deterioration requires scrupulous care and cleanliness. Whatever the possibilities of renovation in the handling of fats, decency calls for a product in which such renovation is unnecessary.

Water and Milk.

Masses of pure fat, as already indicated, are not attacked directly by the usual types of spoilage organisms. Micro-organisms require water in easily accessible condition for growth. In a mass of fat, water may be distributed by churning, agitation, or working, in films or pockets so intimately as not to separate out readily, but the water is in no sense absorbed by the fat itself.

Properly worked margarin should illustrate this. The fat has no chemical effect on the water or the milk serum and makes no increase in concentration or in osmotic pressure. Although the water and milk present in butter or margarin are distributed very completely through the fatty mass, they are merely imprisoned without changing their nature. Careful microscopic study of mold distribution in samples of this type of product show pockets, or angular areas, packed full of coarse mold hyphae or threads. Delicate strands, much finer than usual for those particular molds, were found to lead from one pocket to another, following presumption.

tively the course of a delicate strand of fluid from one larger body of milk or water to another.

The extent of the mold penetration possible depends on the texture of the mass. Some cartons of fresh margarin if cut or broken show drops; others do not. Those in which drops collect readily are clearly looser in texture and more favorable for mold growth. Water constitutes 85 to 90 per cent of the milk used in manufacture of these products.

In addition to the water, the milk carries milk sugar, salts, and proteins which are assimilable nutrients for micro-organisms, so that wherever it is present in appreciable amounts it furnishes a very favorable medium to grow molds, bacteria, or both. Churning with milk, therefore distributes the water, protein, and salts of milk throughout the mass but the milk remains milk, chemically in itself a very unstable putrescible substance which must depend upon other factors present for any stability it may possess as a part of a mass of butter or margarin.

Amount of Air Is Important.

The amount of air present is also important. Dyer, using a gas extraction apparatus, obtained from 26 to 42 cc. of gas from 250 cc. of butter, roughly 10 to 15 per cent of the volume. Analysis in the fresh product indicated that this was approximately atmospheric air which had been incorporated throughout the mass by absorption, supplemented by churning and working.

Molds are aerobic, that is, free oxygen is necessary for growth, but they differ greatly in their absolute requirements of oxygen, so that some penetrate fairly deeply into such masses, while others can grow only on or near the surface. In churning and subsequent working, air, milk, and water, are very intimately mixed throughout the fatty mass. The amount of water and oxygen and their distribution are significant factors in rendering such a product available to organisms.

A loose textured product is readily penetrated, but the small absolute amount of water and of oxygen present restrict the molds possible to a very few kinds and commonly to narrowly defined areas of the mass. Yeasts are about equally exacting in their demand for free oxygen.

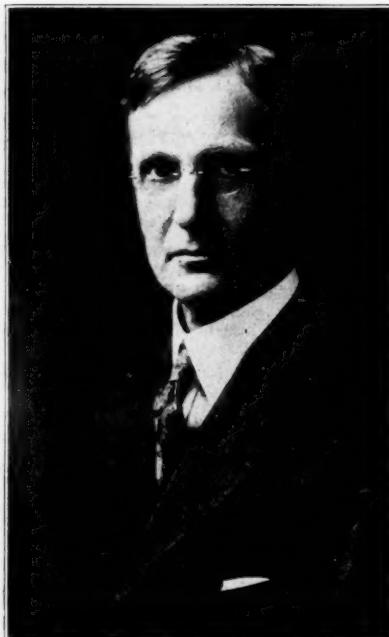
(To be continued.)

PEARSELL BUYS DOWNEY-FARRELL.

With the recent purchase by B. S. Pearsall, president of the B. S. Pearsall Butter Co., Elgin, Ill., of the business and good will of the Downey-Farrell Co., Chicago, one of the most important deals in the margarin industry in late years took place. The purchase becomes effective at once, with the approval of the U. S. Bureau of Internal Revenue. The Downey-Farrell Co., will continue, but in another line of business.

Plans already under way include the taking over of the local Chicago plant of the Downey-Farrell Co. Considerable changes will be made to provide for a larger capacity in production. It is likely that an addition to the plant will be built in the near future. The business brought to the Pearsall company through this purchase will increase its annual output from 3,000,000 pounds to 4,000,000 pounds.

The B. S. Pearsall Butter Co. has been in operation for about 8 years and has shown great growth in that time. B. S. Pearsall, the president, was recently elected president of the Institute of Margarin Manufacturers. He has always been one of the most earnest and effective leaders in this industry.



B. S. PEARSELL,
B. S. Pearsall Butter Co.,
President, Institute of Margarin
Manufacturers.

VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

Market Weak—July Liquidation Aggressive—Threatened Deliveries a Feature
—Cash Trade Poor—New Crops Relatively Firm—Cotton Weather Favorable
—Crop Reports All Indicate Under Eleven Million Bales.

A liberal trade in oil futures developed on the New York Produce Exchange the past week, with the feature heavy liquidation of July, the latter being transferred to August, September and October, mainly to August, by a leading local refining interest, with July shorts taking the other end. In no quarter of the trade was it felt that the July interest was so large, and the operations entirely placed the trade at sea.

At first reports circulated that another leading refiner short of July, who recently bought about 20,000 bbls. of oil in the south, had threatened to deliver some 15,000 bbls. on July contracts, that some of the oil was already on boats headed for New York. This, it was felt, unsettled the long interest for some reason or other. But later it was claimed that a private settlement had been arranged between the two refiners on some 10,000 to 15,000 bbls.,

but even this would not clearly explain the situation.

New York Reports Light Stocks.

The stocks of oil at New York were reported as very light, and the long holdings, it would appear, were sufficiently large to have created a very tight situation if delivery had been insisted upon on the whole quantity. Later developments showed that only about 2,000 bbls. were delivered on Thursday on contract.

The developments in the July delivery naturally unsettled the whole position of the old-crop months, with commission house liquidation in evidence, and the locals confidently pressing the market owing to insistent reports of poor cash trade and the possibilities of a June consumption of only 100,000 bbls.

Earlier in the month, on the other hand, cash trade was good, and the June disappearance had been expected to reach 150,000 bbls. It was argued that should the June consumption fall off to the smaller figure there would be as much oil available at the end of the season as there was last year. It was also stated whereas a cotton crop of eleven million bales would not produce enough cotton for the world, it would produce sufficient oil, as indi-

cated by the experience of the past two small cotton crops.

Reason for Small Cash Trade.

One reason given for the lighter cash trade was the fact that one of the largest refiners, undergoing reorganization, had called in the greater part of its selling force, and it was said that the packers immediately sent men into this territory to push the sale of lard. The constant weakness in lard values has been a serious drug upon oil prices throughout the season, and with no let-up in the hog run, and stocks of lard at last accumulating, there was little to be hoped for in the way of improvement in the lard situation. Hog values were down to a level where lard prices showed a good profit, and the high prices of corn made for such a limited feeding profit that hogs were still being marketed in very large numbers.

The situation as a whole was extremely depressing, as wheat went into new low ground for the season, July wheat selling at the lowest price since last October. Then Wall Street, with its further unsettlement, tended to keep both speculators and consumers out of the market, resulting in a consuming demand of a hand-to-mouth character. The fishing industry in Maine was encountering much difficulty in getting a supply of fish for one reason or another, and naturally purchases of oil from that quarter were very disappoint-

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ing, with intimations current that bootlegging was hurting the trade.

Cotton Crop Condition Irregular.

Weather conditions in the south were quite good, and cotton was quite irregular, although the weekly weather report was mixed, and surprising enough, numerous private reports continued to indicate a cotton crop of slightly less than 10½ million bales to slightly under 11 million. The prospective small crop, with a lack of hedging pressure and the liquidation in July, were accountable for the old crops losing part of their premiums over the new crop months.

With various market factors due the latter part of this, or the early part of next week, and the July 4 holiday approaching, there were few definite opinions current. It was felt, however, that the market had been pretty thoroughly liquidated and that quite a little short selling had been indulged in in September and October, which furnished at least a strengthened technical position, and a situation where favorable news could easily bring about a sharp natural reaction. With the July tenders, which were readily taken care of, out of the way, the market awaited the Government cotton crop condition report due on Monday, and the Chicago lard stocks statement, also due on that day, with the latter expected to show an increase in the Chicago lard stocks for the month of June of 20,000,000 lbs.

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COTTON OIL FUTURES

On the New York Produce Exchange

The Government's weekly weather report on cotton conditions said:

The temperature averaged slightly below normal in East Gulf districts but was somewhat above normal in other sections of the cotton belt. Showers were rather frequent, though mostly light to moderate from the Mississippi Valley eastward, but dry weather prevailed in the western and northwestern portions of the belt. On the whole the week was favorable for cotton. Showers occurred at about one-third of the reporting stations in Texas and cotton made fair to very good progress except some late planted, which was unfavorably affected by dryness, while weevil, grasshopper and army worm damage is considerable locally, it is light on the whole.

The warm, dry weather was favorable in Oklahoma, where the crop made fair to very good advance and cultivation progressed rapidly but many fields were still grassy. Progress was fairly good to excellent in Arkansas except in some southern sections where further rains fell; cultivation was rushed but there was still considerable complaint of grassy fields.

Cotton made generally fair progress in Louisiana and there was a decided general improvement in condition with the warm fair weather in Tennessee. It was rather too showery in Mississippi and scattered showers were of almost daily occurrence in Alabama; the general condition varies greatly in the latter state, ranging from very poor to excellent but is mostly fair.

Much fair weather and adequate sunshine prevailed in Georgia and excellent progress was made in cultivation. Cotton made very good advance although the plants were still small and late; chopping was completed and fields were mostly clean with a few early blooms reported. Conditions were generally favorable in the Carolinas, where cotton did well as a rule. Plants were still small in the Piedmont of South Carolina, however, and showers would be beneficial in North Carolina. Cotton was in excellent condition in Arizona and California.

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COTTONSEED OIL—Market transactions:

Thursday, June 21, 1923.

Spot	Range	Sales.	High.	Low.	Bid.	Asked.
June			1100	a	1175	
July	2300	1095	1088	1090	a	1095
Aug.	1500	1096	1090	1090	a	1098
Sept.	2300	1083	1075	1080	a	1081
Oct.	1700	985	977	982	a	984
Nov.	600	891	887	885	a	888
Dec.	200	870	868	870	a	875
Jan.			867	a	873	

Total sales, including switches, 11,200
 Prime Crude S. E. Nominal.

Friday, June 22, 1923.

Spot	Range	Sales.	High.	Low.	Bid.	Asked.	
June			1130	a	1200		
July	700	1100	1085	1100	a	1115	
Aug.	1000	1103	1100	1109	a	1120	
Sept.	2400	1103	1080	1100	a	1101	
Oct.	2300	1004	980	999	a	1001	
Nov.			902	a	907		
Dec.			881	a	885		
Jan.			877	877	880	a	885

Total sales, including switches, 7,900
 Prime Crude S. E. Nominal.

Saturday, June 23, 1923.

Spot	Range	Sales.	High.	Low.	Bid.	Asked.
June			1125	a	1175	
July	2800	1114	1103	1107	a	1111
Aug.			1110	a	1115	
Sept.	1700	1103	1091	1095	a	1096
Oct.	1900	1001	997	996	a	998
Nov.	500	900	900	899	a	901
Dec.	200	884	884	880	a	884
Jan.			876	a	884	

Total sales, including switches, 13,900
 Prime Crude S. E. Nominal.

Monday, June 25, 1923.

Spot	Range	Sales.	High.	Low.	Bid.	Asked.
June			1100	a	1100	
July			1100	a	1100	
Aug.	1300	1105	1090	1085	a	1091
Sept.	300	1093	1091	1092	a	1096
Oct.	1400	1086	1080	1083	a	1085
Nov.	200	989	985	986	a	989
Dec.	600	875	866	869	a	872
Jan.	400	874	871	871	a	873

Total sales, including switches, 7,400
 Prime Crude S. E. Nominal.

Tuesday, June 26, 1923.

Spot	Range	Sales.	High.	Low.	Bid.	Asked.
June			1070	a	1070	
July	1300	1085	1072	1072	a	1074
Aug.	2500	1090	1082	1082	a	1085
Sept.	4000	1080	1066	1067	a	1070
Oct.	2000	985	973	973	a	975
Nov.	1900	885	877	879	a	880
Dec.	700	868	863	863	a	866
Jan.	100	866	866	860	a	867

Total sales, including switches, 12,900
 Prime Crude S. E. 900—925.

Wednesday, June 27, 1923.

Spot	Range	Sales.	High.	Low.	Bid.	Asked.
June			1070	a	1070	
July	3100	1079	1070	1075	a	1077
Aug.	1700	1086	1080	1085	a	1088
Sept.	3200	1070	1060	1060	a	1061
Oct.	3400	972	967	966	a	968
Nov.	500	878	877	877	a	878
Dec.			861	a	864	
Jan.			861	a	865	

Total sales, including switches, 13,300
 Prime Crude S. E. 900—925.

Thursday, June 28, 1923.

High.	Low.	Glose.	Prev. close.
10.74	10.72	10.72@10.75	10.85@10.91
10.88	10.84	10.84@10.86	10.92@10.96
10.69	10.62	10.63@10.64	10.83@10.85
9.72	9.66	9.70@ 9.71	9.86@ 9.89
8.83	8.76	8.82@ 8.83	8.80@ 8.92
8.66	8.65	8.66@ 8.68	8.69@ 8.72
8.68	8.66	8.67@ 8.68	8.71@ 8.73

SEE PAGE 87 FOR LATER MARKETS.

COCOANUT OIL.—The market was somewhat easier, and in fact displayed a weak undertone, with further pressure of liquidation and with sellers having difficulty in disposing of June oil. There was no evidence of any improvement in demand, and while offerings were not large, the indications pointed to lower levels, as some in the trade saw it. The weakness in cotton oil and further heaviness in tallow were depressing factors. Copra was quoted at 4% asked, c. i. f. coast. At New York Ceylon type in barrels was quoted at 9%c; tanks, 8½c; Cochin type, barrels, 10@10½c, and edible, 10½@10¾c.

SOYA BEAN OIL.—The market was easier with evidence of some liquidation on the part of leading interests, and with the general consuming demand quiet, owing to the action elsewhere in oils. At New York crude in barrels was quoted at 12½@12½c; blown, 14@14½c; New York, tanks, 9½c; Pacific Coast, tanks, 9½@9¾c.

CORN OIL.—The market was easier with offerings larger. The last crude sale reported was at 9%c, tanks, Chicago, and further offerings at that figure failed to bring out buyers. Crude stocks at New York were reported very light. At New York crude was quoted at 11½@11½c, tanks, Chicago, 9½c asked; refined, barrels, New York, 13@13½c, and cases \$1.38.

PALM OIL.—Demand was reported very quiet, possibly influenced by the lower tallow developments, while offerings were fair and the market barely steady. Imports of nearly 800 casks were reported. At New York Lagos spot was quoted at 7c; shipment, 7½@7½c; Niger, spot, 6½c; shipment, 6½@7c.

PALM KERNEL OIL.—Trade continued quiet and the market was about steady, but largely awaiting developments. At New York imported was quoted at 8½c.

COTTONSEED OIL.—Demand slow. P. S. Y. spot barrels, New York, 12@12½c; bleachable tanks, f. o. b. mills, 10½c; southeast old-crop crude, 9½c asked.

MARGARIN AND BUTTER EXPORTS.

Exports of oleomargarin and butter from the United States for month of May, 1923, are reported as follows:

	Butter, pounds.	Oleo-margarin, pounds.
Europe:	100	.....
Miscellaneous	.....	.....
North America:		
Bermuda	3,334	2,346
Canada	1,029	14,475
Newfoundland and Labrador	.....	4,200
Central America:		
British Honduras	4,644	1,950
Costa Rica	4,424	1,000
Guatemala	4,324	.....
Honduras	14,492	40
Nicaragua	4,979	.....
Panama	42,847	13,180
Mexico	114,376	1,268
West Indies:		
Cuba	55,134	1,510
Dominican Republic	23,100	4,024
Haiti	34,585	420
Jamaica	1,663	7,600
Other British West Indies	13,780	28,563
Trinidad and Tobago	31,200	.....
Virgin Islands of U. S.	10,340	4,300
Miscellaneous	3,546	600
South America:		
Chile	.....	6,600
British Guiana	8,700	6,000
French Guiana	1,100	.....
Colombia	5,403	.....
Peru	13,844	.....
Venezuela	6,030	.....
Miscellaneous	192	.....
Asia:		
China	7,230	.....
Hongkong	3,254	.....
Japan	8,338	.....
Straits Settlements	194	.....
Oceania:		
Philippine Islands	20,350	.....
Miscellaneous	1,531	72
Africa:		
Miscellaneous	1,975	150
Total—May, 1923	446,876	98,298
Total—May, 1922	1,053,175	185,868
Jan.—May (inc.), 1923	2,810,939	*2,521,281
Jan.—May (inc.), 1922	3,087,630	*900,727

*Includes both animal oil and vegetable oil product. Exports of latter Jan.—April, inc., 1923, 886,000 lbs. Exports of latter Jan.—April, inc., 1922, 595,196 lbs.

COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York from June 1 to June 26, 1923, according to unofficial reports, were 50 bbls.

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SOUTHERN MARKETS.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., June 28, 1923.—Prime crude cottonseed oil is nominally 9 cents in the interior with nothing offering. Refined steamed cottonseed oil is in moderate demand and would increase price rapidly on account of scarcity. Seven per cent meal is \$37; 58 per cent \$42.50. 100 hulls were sold at \$16.00; sacked, \$19.50 delivered New Orleans.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., June 28, 1923.—There were few sales of crude cottonseed oil this week at 9 cents Memphis and in the valley. Forty-one per cent protein meal was \$42.00; loose hulls unchanged.

MAY OLEOMARGARINE OUTPUT.

Official government reports just compiled of the output of oleomargarine for the month of May, 1923, as shown by revenue stamp sales, indicate that the production for that month was 679,998 pounds colored and 17,774,500 pounds uncolored, a total of 18,454,498 pounds. This is 421,083 pounds more than the production for the preceding month and 5,689,553 pounds more than the same month a year ago. Official figures of oleomargarine production in the United States for the last 13 months are as follows:

	Pounds.
May, 1922	12,764,945
June	10,040,200
July	14,973,830
August	11,754,200
September	16,113,234
October	16,180,332
November	19,805,966
December	19,964,866
January, 1923	20,632,934
February	19,722,206
March	19,722,437
April	18,033,415
May	18,454,498

CAROLINA CRUSHERS' CONVENTION.

Many practical problems were discussed at the recent joint convention of the North and South Carolina Cottonseed Crushers' Association held at Blowing Rock, N. C. Among the excellent addresses were the following: Co-operative Relationships, by President S. J. Cassels, of the Interstate Cottonseed Crushers' Association; Present Problems of the Cotton Industry, by Hon. A. W. McLean; Market Conditions, by B. E. Reuter, president of the Fats and Oils Service Co. In addition to the regular speakers was Robert S. Binkerd, vice-president of the Eastern Conference of presidents of the American Railway Association who spoke on the railroad situation.

Officers elected by the North Carolina Association were: R. A. Wall, president, Clayton, N. C.; vice-president, W. F. Marsh, Raleigh, N. C.; secretary and treasurer, H. A. White, who has been a veteran executive. The executive committee was re-elected as follows: E. B. Borden, Jr., Goldsboro, N. C.; C. L. Ives, New Bern, N. C.; W. N. Gregory, Norfolk, Va.; F. N. Bridgers, Wilson, N. C.; F. C. Dunn, Kinston, N. C.; A. D. Kincaid, Charlotte, N. C.; J. I. Morgan, Farmville, N. C.

The entertainment features were enjoyable and added much to the success of the convention, for which credit is due the committees in charge. At the close of the convention a presentation of a beautiful silver service was made to Retiring President F. M. Miller of Wilson, N. C.

AMERICAN COTTON OIL CHANGES.

The American Cotton Oil Company announces the resignation of W. G. Cassidy, vice-president; Edward Canfield, Jr., assistant to the president, and W. S. Reed, treasurer. Randolph Catlin was named secretary and treasurer. The company also announced that its plan of capital adjustment probably would not be ready before fall. New interests in the company are working out economy plans and already economies have been put into force which will save the company \$1,000,000 annually, it was said.

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THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS.

Provisions were dull and weak this week with outside interest lacking, limited support, scattered hedging, slow cash trade, and domestic and export trade also. Continued heavy hog run. Foreign markets are following the trend here and weakness of the exchanges is against trade abroad. It is expected that the monthly stock statement will show good increases.

Cottonseed Oil.

Cottonseed oil is very dull, with undertone heavy and support poor. Liquidation is less active, and cash trade very quiet. Sentiment is mostly against the market. The average trade guess on the cotton condition is 69.6 per cent. Heaviness in lard and good cotton weather are important factors. July deliveries amounted to 2,000 barrels. It is expected there will be 3,000 bbls. more early next week.

Quotations on cottonseed oil at Friday noon were: July, \$10.68@10.71; September, \$10.52@10.55; October, \$9.60@9.65; December, \$8.60@8.64; January, \$8.61@8.64.

Tallow.

Extra, 63¢.

Oleo Oil and Stearine.

8½¢ asked; extra oleo, 12¢.

FRIDAY'S GENERAL MARKETS.

New York, June 29, 1923.—Spot lard at New York, prime western, \$11.35@11.45; Middle West, \$11.15@11.25; city steam, \$10.84 refined; continent, \$12.25; South American, \$12.50; Brazil kegs, \$13.50; compound, \$13.00.

Liverpool Provision Markets.

Liverpool, June 29, 1923.—(By Cable.)—Quotations today: Shoulders, square, 61s (\$14.09); shoulders, picnics, 53s (\$12.19); hams, long cut, 92s (\$21.24); hams, American cut, 83s (\$19.09); bacon, Cumberland cut, 65s (\$15.00); bacon, short backs, 65s (\$15.02); bacon, Wiltshire, 65s (\$14.95); bellies, clear 97s (\$23.31); Australian tallow, 40s@41s 9d (\$9.24@9.53); spot lard, 61s (\$14.09).

Hull Oil Market.

Hull, England, June 29, 1923.—(By Cable.)—Refined cottonseed oil, 42s (\$9.70); crude cottonseed oil, 38s 6d (\$8.83).

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef of the week up to June 29, 1923, show exports from that country were as follows: To England, 114,009 quarters; to the Continent, 46,560 quarters; to other ports, none. Exports for the previous week were as follows: To England, 144,452 quarters; to the Continent, 44,824 quarters; to other ports, none.

NEW YORK LIVESTOCK.

The following are the receipts for the week ending Saturday, June 23, 1923:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	3,215	9,280	5,571	46,620
New York	1,212	4,243	19,482	738
Central Union	4,095	893	200	5,588
Total for week...	8,522	14,416	28,253	52,946
Previous week....	7,721	12,570	23,614	33,200
Two weeks ago....	8,455	17,911	25,641	38,673

CANADIAN MEAT STORAGE STOCK.
Summary of meats in cold storage in Canada on June 1, 1923, with comparisons, are reported as follows:

	June 1, 1923.	May 1, 1922.	June 1, 1922.	May 1, 1922.
Pounds.	Pounds.	Pounds.	Pounds.	Pounds.
Beef	10,954,936	13,226,805	13,613,182	12,558,049
Fork	38,845,146	41,100,242	28,812,310	30,531,851
Mutton	1,972,843	3,220,210	832,720	1,444,055

MEAT SUPPLIES AT PHILADELPHIA.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending June 23, 1923, with comparisons:

	Week ending June 23. 1923.	Cor. week. 1922.
Western dressed meats:		
Steers, carcasses	2,885	1,953
Cows, carcasses	445	454
Bulls, carcasses	233	311
Veal, carcasses	1,408	1,510
Lambs, carcasses	5,622	4,707
Mutton, carcasses	1,275	1,479
Pork, lbs.	258,539	321,101
Local slaughters:		
Cattle	2,411	2,178
Calves	2,604	2,525
Hogs	18,158	19,333
Sheep	7,256	5,157

MEAT SUPPLIES AT NEW YORK.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending June 23, 1923, with comparisons, as follows:

	Week ending June 23. 1923.	Cor. week. 1922.
Western dressed meats:		
Steers, carcasses	7,816	7,573
Cows, carcasses	638	634
Bulls, carcasses	1,329	245
Veal, carcasses	9,624	12,741
Hogs and pigs	2,943	2,015
Lambs, carcasses	10,266	17,335
Mutton, carcasses	4,264	7,809
Beef cuts, lbs.	22,419	15,987
Pork cuts, lbs.	1,029,094	1,073,146
Local slaughter, Federal inspection:		
Cattle	8,610	9,152
Calves	14,573	14,331
Hogs	41,089	46,050
Sheep	45,386	33,843

MEAT SUPPLIES AT BOSTON.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending June 23, 1923, with comparisons:

	Week ending June 23. 1923.	Cor. week. 1922.
Western dressed meats:		
Steers, carcasses	2,978	2,958
Cows, carcasses	573	839
Bulls, carcasses	72	104
Veal, carcasses	937	1,010
Lamb, carcasses	9,543	8,718
Mutton, carcasses	340	1,564
Pork, lbs.	150,253	148,354
Local slaughter:		
Cattle	953	1,266
Calves	2,344	2,247
Hogs	19,931	21,963
Sheep	5,278	5,849

THIRD PIG COUNT COVERS COUNTRY.

The third semi-annual pig estimate and forecast by the United States Department of Agriculture is now nearing completion and the results will be made public in July. The final report will give the number of spring pigs produced this year as compared with last spring, and include a forecast of breeding operations during the coming fall as compared with last fall. An effort will be made to give the results in actual figures as well as on a percentage basis.

More than 200,000 questionnaires have been returned to the department out of a total of 450,000 distributed by rural mail carriers in all parts of the country. Approximately 100,000 returns have already been tabulated. Tabulation of 150,000 returns will give better than a 5 per cent sample of conditions in the leading hog producing States, the department says. Approximately 10,000 reports have been received from each of the principal corn belt States.

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RECEIPTS AT CENTERS.

SATURDAY, JUNE 23, 1923.

	Cattle.	Hogs.	Sheep.
Chicago	500	8,000	4,000
Kansas City	1,000	5,500	500
Omaha	100	6,500	...
St. Louis	400	4,500	500
St. Joseph	100	2,200	200
Sioux City	500	5,000	300
St. Paul	100	700	100
Oklahoma City	300	200	...
Fort Worth	300	200	...
Milwaukee	200	100	...
Wichita	200	200	...
Indianapolis	200	6,000	1,000
Pittsburgh	100	2,500	200
Cincinnati	100	4,700	1,500
Buffalo	100	3,000	200
Cleveland	200	2,000	300
Nashville, Tenn.	100	1,000	500
Toronto	900	300	...

MONDAY, JUNE 25, 1923.

	Cattle.	Hogs.	Sheep.
Chicago	23,000	46,000	11,000
Kansas City	15,000	18,000	8,000
Omaha	8,500	9,500	6,500
St. Louis	5,200	11,000	5,000
St. Joseph	2,800	6,500	3,000
Sioux City	2,000	10,000	200
St. Paul	4,000	13,000	300
Oklahoma City	900	700	...
Fort Worth	4,500	1,000	1,500
Milwaukee	100	100	...
Wichita	800	2,700	4,500
Indianapolis	1,200	7,000	100
Pittsburgh	100	4,000	200
Cincinnati	1,700	4,700	1,500
Buffalo	700	5,000	1,000
Cleveland	300	2,300	3,000
Nashville	5,100	1,100	800

TUESDAY, JUNE 26, 1923.

	Cattle.	Hogs.	Sheep.
Chicago	8,000	35,000	4,000
Kansas City	10,000	13,000	6,000
Omaha	3,500	13,000	5,000
St. Louis	5,000	15,000	6,000
St. Joseph	2,800	20,000	3,000
Sioux City	2,000	18,000	300
St. Paul	4,000	18,000	300
Oklahoma City	1,000	1,000	200
Fort Worth	4,000	800	1,000
Milwaukee	300	1,200	200
Wichita	500	2,100	900
Indianapolis	1,000	1,500	100
Pittsburgh	100	1,000	200
Cincinnati	300	3,800	2,700
Buffalo	100	2,000	200
Cleveland	200	2,000	800
Nashville	100	1,700	2,000
Toronto	500	1,500	200

WEDNESDAY, JUNE 27, 1923.

	Cattle.	Hogs.	Sheep.
Chicago	9,000	32,000	8,000
Kansas City	9,000	10,000	6,000
Omaha	7,000	18,000	10,000
St. Louis	3,500	13,000	5,000
St. Joseph	3,300	11,000	2,400
Sioux City	2,800	20,000	300
St. Paul	2,400	18,000	300
Oklahoma City	1,000	1,000	200
Fort Worth	4,000	800	1,000
Milwaukee	300	1,300	200
Wichita	500	2,100	900
Indianapolis	1,000	1,500	100
Pittsburgh	100	1,000	200
Cincinnati	300	3,800	2,700
Buffalo	100	2,000	200
Cleveland	200	3,500	800
Nashville	200	1,700	2,500
Toronto	500	1,600	500

THURSDAY, JUNE 28, 1923.

	Cattle.	Hogs.	Sheep.
Chicago	9,000	46,000	10,000
Kansas City	4,000	5,000	3,000
Omaha	1,200	20,000	4,000
St. Louis	1,000	17,500	7,000
St. Joseph	1,100	13,000	1,500
Sioux City	1,500	9,500	1,200
St. Paul	2,000	18,000	200
Oklahoma City	500	800	...
Fort Worth	4,200	800	1,200
Milwaukee	900	2,600	200
Wichita	800	13,000	600
Indianapolis	100	3,000	500
Pittsburgh	100	4,200	5,000
Cincinnati	600	4,000	3,500
Buffalo	100	2,100	600

FRIDAY, JUNE 29, 1923.

	Cattle.	Hogs.	Sheep.
Chicago	3,000	39,000	7,000
Kansas City	2		

June 30, 1923.

LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., June 28.

CATTLE.—Most killing cattle, yearlings and grass fat cows and heifers in particular, suffered uneven but sharp price breaks during the week. Trade on foot was weakened by sluggish outlet for dressed beef, supplies of which tended to accumulate. Downturns ranged unevenly from $\frac{1}{2}c$ @\$1.00, yearling steers, grass fat cows and heifers reflecting the most downturn. At times grassy cows were practically unsalable, this tendency extending also to canners and cutters. Relatively few yearlings sold above \$10.50 with bulk at \$8.50@\$9.75. Long-fed 1,653-lb. steers topped for the week at \$11.40, although comparatively only a handful sold above \$11.00. Best long yearlings stopped at \$11.00. Bulls and veal calves were active and closed the week higher, heavy bologna bulls selling today at \$5.10 and better and most veal calves to packers at \$9.00@\$9.75, outsiders handpicking upward to \$11.75.

HOGS.—With receipts exceeding most expectations, all grades and classes of butchers declined 40@50c, while packing sows and pigs sold off 25 and 35c. Finished hogs are scarce, quality generally reflecting grassy diet. Practical top at the week's high time \$7.45; few selling on Thursday close above \$7.10. Shipping orders only moderate. Practically no directs in this week's receipts. Packing sows, arriving in generous numbers, found good outlet, few selling down to \$6.00. Demand for pigs narrow, few selling on the close up to \$6.75.

SHEEP.—Fat lamb trade responded to lighter receipts with some recovery from sharp declines enforced late last week. Today's market, however, was still mostly 25c lower on good and choice fat lambs and upwards of 50c lower on others than a week ago today. Sheep and yearlings have sold practically steady. No range stock arrived, but seasonal expansion in the marketward movement from the Northwest is shown, and loadings in Idaho, Washington and Oregon are sufficient to warrant expectancy of several shipments from that section reaching Chicago next week. Dwindling supplies through the Nashville gateway suggest early termination of the marketward movement of Tennessee lambs. There is strong inquiry for feeding and breeding stock but little available.

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KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Mo., June 28.

CATTLE.—Hot weather and increased local receipts, together with a weakening beef trade, caused an uneven decline in most cattle prices. Steers and yearlings were steady to \$1.00 lower today, compared with week ago, bulk showing 25@75c loss. Steers topped at \$11.00 and few yearlings passed \$10.00. Many steers and yearlings sold at \$8.00@\$10.25. Texas steers sold at \$4.25@\$9.60, only cake feeds passing \$7.25.

Better grades of she stock declined 12@25c, others losing 50c@\$1.00. Bulk of grass cows late made \$3.50@\$4.50. Heifers sold largely at \$6.50@\$8.50, some making \$9.25, and inferior grassers down to \$4.00. Canners were steady, while cutters declined unevenly. Bulls sold mostly steady; plain to best bolognas \$4.00@\$4.50, and few beef bulls passing \$5.75. Calves average \$1.00 lower. Best vealers closed around \$8.00@\$9.00, second cuts making \$5.00@\$6.50. Heavy and medium weight calves sold largely at \$6.00@\$7.50, common \$5.00 down.

HOGS.—Lighter hog receipts caused upturns on early days, but sharp declines later brought prices 15@25c below last Thursday. Today's top was \$6.95. Price range widened, due to increased arrivals of grassy hogs. Packing sows are steady to 10c lower, bulk at \$5.90@\$6.00.

SHEEP.—Fat lambs declined 25@50c, while matured sheep gained 25c. Lambs were all natives, topping at \$15.25 with bulk \$14.25@\$14.75. Odd lots of ewes to killers made \$5.00@\$5.75, top \$6.00. Breeder buyers took most ewes offered at considerable premium over killer basis. Texas wethers carrying breaker end sold at \$7.75@\$8.00, more aged kinds making \$7.00@\$7.25. Texas yearlings scored \$10.50@\$11.00.

OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., June 28.

CATTLE.—The severest break in fat cattle prices for the year was recorded this week. Choice and prime grades were favored, quoted steady to 10@15c lower, while others have declined mostly 25@75c. Medium and common yearlings are a drug on the market and off more. Matured steers topped at \$10.90 and long yearlings at \$10.85. Bulk of steers were \$9.00@\$10.50. Best grades of cows and heifers did not show much change, but in-between and

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, June 28, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

	CHICAGO.	KANSAS CITY.	OMAHA.	E. ST. LOUIS.	ST. PAUL.
	CLOSING.	11:00 A. M.	11:00 A. M.	11:00 A. M.	11:00 A. M.
Hogs:					
TOP	\$ 7.30	\$ 6.95	\$ 6.90	\$ 7.20	\$ 6.90
BULK OF SALES	6.40@ 7.15	6.70@ 6.90	6.15@ 6.80	7.15@ 7.30	6.50@ 6.75
Hvy. wt. (230 lbs. up), med.-ch.	6.50@ 7.00	6.75@ 6.90	6.40@ 6.80	6.95@ 7.20	6.00@ 6.85
Med. wt. (200-230 lbs.), med.-ch.	6.60@ 7.10	6.75@ 6.90	6.50@ 6.90	7.10@ 7.30	6.50@ 6.90
Lt. wt. (150-200 lbs.), com.-ch.	6.55@ 7.15	6.25@ 6.85	6.25@ 6.90	7.30	6.65@ 6.90
Lt. wt. (130-150 lbs.), com.-ch.	6.50@ 7.05	6.20@ 6.60	6.60@ 6.60	7.30	6.65@ 6.90
Pkg. sows (250 lbs. up), smooth	5.85@ 6.40	5.90@ 6.10	5.75@ 6.15	5.75@ 5.90	5.00@ 5.75
Pkg. sows (200 lbs. up), rough	5.30@ 6.10	5.80@ 5.90	5.25@ 5.75	5.65@ 5.75	5.00@ 5.50
Killing pigs (130 lbs. down), med.-ch.	6.00@ 6.75	6.00@ 6.75	6.00@ 6.75	6.00@ 7.15	6.25@ 6.50
Stock pigs (130 lbs. down), com.-ch.	6.00@ 6.60	6.45@ 5.75	5.00@ 6.50	6.25@ 6.50	
Cattle:					
BEEF STEERS:					
Med. and heavy wt. (1,100 lbs. up).					
Choice and prime	10.50@11.40	10.25@10.90	10.15@11.00	10.50@11.40	...
Good	9.65@10.50	9.35@10.25	9.30@10.15	9.85@10.50	9.00@ 9.75
Medium	8.25@ 9.65	8.60@ 9.35	8.00@ 9.30	8.25@ 9.85	7.50@ 9.00
Common	7.00@ 8.25	6.90@ 8.60	6.80@ 8.00	5.50@ 8.25	6.25@ 7.50
Lt. wt. (1,100 lbs. down).					
Choice and prime	10.25@11.25	10.00@10.80	9.95@10.85	10.25@11.25	...
Good	9.25@10.25	9.00@10.00	9.15@ 9.95	9.50@10.25	9.00@ 9.75
Medium	7.75@ 9.25	8.00@ 9.00	7.70@ 9.15	8.00@ 9.50	7.50@ 9.00
Common	6.00@ 7.75	6.25@ 8.00	6.00@ 7.70	5.00@ 8.00	6.00@ 7.50
BUTCHER CATTLE:					
Heifers, com.-ch.	5.50@ 9.75	4.60@ 9.25	5.00@ 9.35	5.75@10.00	5.50@ 9.50
Cows, com.-ch.	3.50@ 8.35	3.50@ 7.30	4.00@ 8.10	3.75@ 7.25	3.25@ 7.50
Bulls, bologna and beef	4.35@ 7.40	4.00@ 6.35	3.75@ 7.25	4.00@ 7.25	3.25@ 6.00
CANNERS AND CUTTERS:					
Cows and heifers	2.00@ 3.50	2.25@ 3.50	2.00@ 4.00	1.50@ 4.00	1.75@ 3.25
Canner steers	3.75@ 5.00	3.00@ 4.50	...	3.00@ 4.00	3.00@ 4.50
VEAL CALVES:					
Lt. and med. wt., med.-ch.	8.25@10.25	6.00@ 9.00	6.50@10.50	6.50@ 9.50	4.00@ 9.00
Heavy weight, com.-ch.	4.00@ 8.75	4.00@ 8.00	4.25@ 8.50	4.50@ 8.50	3.00@ 7.00
FEEDER STEERS:					
(1,000 lbs. up) com.-ch.	6.85@ 8.50	6.75@ 9.00	6.50@ 8.75	6.00@ 8.50	5.00@ 7.50
(750-1,000 lbs.) com.-ch.	6.15@ 8.50	6.00@ 8.90	5.50@ 8.55	5.50@ 8.50	4.50@ 7.50
STOCKER STEERS: com.-ch.	4.75@ 8.50	5.25@ 8.50	4.50@ 8.25	3.50@ 8.35	2.50@ 7.25
STOCKER COWS AND HEIFERS:					
com.-ch.	3.50@ 6.00	3.00@ 6.00	3.25@ 5.85	2.50@ 5.75	3.00@ 5.00
Sheep:					
Lambs (84 lbs. down), med.-pr.	13.00@15.65	13.50@15.25	13.25@15.10	13.25@15.25	12.00@14.75
Culls and common	8.00@13.00	8.00@12.35	8.50@13.25	8.00@13.25	8.00@12.00
Yearling wethers, med.-pr.	10.00@14.00	8.25@13.00	10.00@13.25	10.50@13.00	9.00@13.00
Wethers, med.-pr.	4.50@ 8.25	5.50@ 8.00	4.50@ 7.50	4.50@ 7.75	3.00@ 6.00
Ewes, med.-ch.	3.50@ 7.00	3.75@ 6.00	3.50@ 6.00	3.50@ 5.75	1.75@ 3.00
Culls and common	1.25@ 4.00	1.00@ 3.75	1.00@ 3.50	1.00@ 3.50	...
Feeding lambs, med.-ch.	...	13.00@12.75	...	...	...

We Buy Hogs on Commission

for many of the best packers in the country STRICTLY AS AN ORDER FIRM
Since our establishment in 1900 we have rendered most efficient service in buying for our customers

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U. S. YARDS INDIANAPOLIS INDIANA

low grades broke 25@50c. A spread of \$5.75@8.50 took the bulk of she stock, canners and cutters \$2.25@3.25. Bulls dropped 25c, bulk bolognas \$3.75@4.25. Veal calves closed steady to 25c higher, practical top \$10.50.

HOGS.—Uneven distribution of receipts caused an irregular market for hogs, trade being responsive to influence of liberal receipts and downturns outnumbered advances during the period. From a week ago a decline of 10@15c is quoted. Bulk of 200@350-lb. butchers today \$6.40@6.75, top \$6.90, bulk all weights \$6.15@6.75, packing sows \$5.50@5.75.

SHEEP.—Friday's and Monday's lamb and yearling trade broke sharply, while, under the influence of moderate receipts, there has since been a touch of betterment, although a break of 50c to \$1.00 is still effective from a week ago. Today's bulk of lambs, Western origin, cleared at \$15.00@15.10, natives \$14.50@14.75, culs \$8.50@10.00. Limited supplies of matured sheep aided sellers in forcing values higher, net advance for the week being 50c. Choice heavyweight ewes are now quoted at \$5.25@6.00, heavy ewes \$3.75@4.25.

LOUISVILLE.

(Special Letter to The National Provisioner.)

Louisville, Ky., June 27.

Supply of cattle so far this week has been fair, showing a slight improvement over last week. The market ruled slow and weaker on nearly all classes. The strictly choice kinds were rather scarce and suffered the least, while the medium and half-fat sort were slow and unevenly lower. The heavy steer trade ruled slow, one load at \$9.25 and another \$9.30, top of the week's trading so far. Cows of all kinds were lower, canners \$2 down. Bull trade also slumped, top bolognas \$5. A narrow trade was noted in stockers and feeders, not many of the better selections offered. A quiet trade is expected the balance of the week.

Cattle quotations are as follows: Prime heavy steers, \$8.50@9.50; heavy shipping steers, \$8@8.50; heifers, \$5@9; fat cows, \$4.50@6.50; common to good cows, \$2.50@4.50; cutters, \$2.25@2.50; canners, \$2; bulls, \$3@5; stockers, \$3@6.50; feeders, \$6@7.

Little change was noted in hog values the first three days of the week. While arrivals have been moderate, they showed an improvement over the past two weeks. The local demand continues brisk and prices are well in line with all other markets. Around 6,000 arrived the first half of the week. Today's prices: Top hogs, 165 lbs. and up, \$7.55; 120 lbs. and up to 165 lbs., \$7.15; pigs, 120 lbs. down, \$5.40; throwouts, \$5.30 down. The outlook is for a weaker trade the balance of the week.

Trading has been rather brisk in the lamb division, contrary to expectations. The Eastern demand has been broad and the choice offerings found a ready outlet so far this week at steady to stronger prices. Two loads of choice ewes and wether lambs brought \$15.25. General tops are selling from \$14@14.50, with extra good up to \$14.75. Best fat light sheep, \$5; heavy sheep, \$3.

ST. LOUIS.

(Reported by the U. S. Bureau of Agricultural Economics.)

National Stock Yards, Ill., June 28.

CATTLE.—The outstanding feature of the cattle trade this week was general apathy on the part of buyers which amounted to almost complete stagnation at Tuesday's close. Compared with a week ago, native beef steers are 25 to 75c lower, with strictly fat grades down least. Texas steers and canner cows are 25 to 50c lower, light yearling steers and heifers 50 to 75c lower, beef cows 50c lower, bologna bulls steady, light vealers and stock steers steady to 25c lower. Top steers for week \$11.00, long yearlings \$10.75, light yearlings and heifers \$10.35, bulk native steers \$8.25@10.25, bulk yearlings \$8.25@10.00.

HOGS.—A downward reaction in hog values was due largely to continued narrow shipping demand, only about 12,000 of a four-day run of approximately 57,000 going to fill Eastern orders. Declines since one week ago figure 30@35c on butcher hogs and about 25c on pigs and packing sows. The week's lowest prices were recorded today with top at \$7.30 and bulk \$7.15@7.30. Good weight pigs are bringing \$6.75@7.10, packing sows \$5.75@5.90.

SHEEP.—A further slump in lamb values accompanied severe breaks in the dressed product at Eastern centers, although local receipts were only 50 per cent as large as last week. Since one week ago values have dropped 50 to 75c, bulk of the good lambs going today at \$15.00, which was also top to packers. Culps sold at \$8.00. The sheep market is steady.

SIOUX CITY.

(Special Letter to The National Provisioner.)

Sioux City, Ia., June 28.

The outstanding feature of trade at Sioux City during the present week was the unusually heavy run of hogs. Mid-

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Union Stock Yards, Indianapolis, Ind.

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Union Stock Yards, Lafayette, Ind.

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M. C. Stock Yards, Detroit, Mich.

Order Buyers
of

Cattle Calves Hogs Lambs

Henry Knight & Son

Bourbon Stock Yards
Louisville, Ky.

References: Dun & Bradstreet

week brought more than 18,000, and the first half of the week brought 45,000 head, both new summer records for the yards. Receipts for the week and month are running heavier than those at any other center, with the single exception of Chicago.

The market opened lower on Monday, advanced sharply on Tuesday and again broke under the weight of excessive receipts later in the week. Good hogs held comparatively firm and steady, while mixed grades fluctuated considerably. All buying agencies centered attention on good kinds throughout the greater part of the week, resulting in the "spread" widening.

Quality had dropped off sharply the last week, and weights have run lighter. The proportion of thin sows and light skippy summer and fall pigs and tail end offerings has increased, while that of choice butchers has fallen off. Reports from the country are to the effect that hogs are being rushed in earlier than normal, due largely to scarcity of corn and relatively high prices commanded by the grain.

Cattle receipts are running slightly heavier than normal during the present week. Quality has fallen off, and the spread in prices in this division likewise had been widening. The market opened slightly lower, braced on the second round, and again turned lower toward the week's close. Increased receipts and a falling off in quality led to lower averages than have obtained the last several weeks.

Good handy steers made an early top of \$11.10, and yearlings later reached \$11.00 for the high sales of the week. The bulk of choice to near prime cattle sold between \$10.00 and \$10.50, while fair to good kinds sold generally between \$9.00 and \$10.00.

June 30, 1923.

Fair to common kinds sold at \$8.00 to \$8.75, and common warmed up grades were fairly numerous down to \$7.50. Common grades and unfinished lights were numerous.

The market declined fully 25 cents the first half of the week. Choice kinds carried only moderate weakness. Grass cattle increased in numbers. The market was the slowest of the season, and values went to the lowest level of the year on a good 25 cent decline. Good butchers were scarce. Such kinds sold at a good tone and held practically steady.

ST. JOSEPH.

(Special Letter to The National Provisioner.)

South St. Joseph, Mo., June 26.

Receipts of cattle for two days this week were around 5,500, which was 1,800 more than the same days last week. Beef steers were plentiful and quality was generally good. Trade ruled slow on both days, and prices are around 25c lower. Best steers sold at \$10.60, and bulk of all sales ranged \$9.00@\$10.25. Yearlings were more plentiful than last week and the market shows about the same loss as beef steers.

Cows are steady to 25c off. Choice cows ranged up to \$7.25, but \$4.50@\$6.00 took most of the good killers. Common canners sold down to \$1.75, and others \$2.00@\$2.50. Cutters sold \$3.00@\$4.00. Best mixed yearlings sold at \$9.75, but most sales ranged \$8.50@\$9.25. Choice heifers sold up to \$9.25 and grassy kinds down to \$5.00. Bulls are steady to weak for the period, sales ranging mostly \$4.00@\$5.00. Calves are \$1.00 lower, best veals selling Tuesday at \$8.50.

Hog receipts for two days were slightly larger than last week. Monday's trade was 5 to 10c lower, but Tuesday this loss was regained, leaving values unchanged with last week's close. Tuesday's top was \$7.15 on heavy butchers and bulk of all sales ranged \$6.85@\$7.10. Packing sows were strong to 15c higher at \$5.85@\$6.00. Stags sold at \$5.00.

Arrivals in the sheep division numbered around 10,000 head and included twelve loads of Idaho lambs, the first of the season. Lamb values were 50c lower Monday. Idaho sold at \$15.00 and best natives \$14.50. Tuesday's trade was 25c higher. Idaho sold at \$15.25 and natives \$14.75. Sheep are unchanged. Ewes sold \$5.00@\$6.00, and wethers \$7.00@\$7.50.

ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minn. Dept. of Agriculture.)

South St. Paul, Minn., June 27.

Somewhat larger receipts, together with dull markets for the dressed product due to unusually hot weather were bearish factors in the cattle trade this week and the general tendency of prices was toward lower levels. Strictly choice fat steers are still quotable at about steady prices, with all others selling at unevenly weak to 25 to 50c lower prices than a week ago, canners and cutters showing the full amount of loss. Best fat steers and yearlings are still quotable up to around \$10.50 although best load lots offered in this week's trade went at \$10.25.

Declines of around 25 to 50c have been registered in the hog division during the past week. Desirable grades of butcher and bacon hogs of all weights sold from \$6.75 to \$6.85 today, with common and medium grades quotable from \$6.00 to around \$6.50. Packing sows are quotable from \$5.00 to \$6.00, bulk of packers of mixed weights and all degrees of finish selling today largely at \$5.60. Pigs sold mostly at \$6.50.

Fat lambs are selling largely at \$14.50 or about \$1.00 lower than a week ago, culs or seconds \$8.50, against \$10.00 a week ago. Fat shorn ewes are steady to strong, bulk of good heavyweights \$3.00 to \$3.25, light and heavyweights \$5.50.

PACKERS' PURCHASES.

Purchase of livestock by packers at principal centers for the week ending Saturday, June 23, 1923, are reported by The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	6,044	15,000	3,015
Swift & Co.	7,372	21,700	2,905
Morris & Co.	6,051	8,500	1,801
Wilson & Co.	5,832	15,500	1,984
Anglo-Amer. Prov. Co.	919	8,500	...
G. H. Hammond Co.	2,885	9,600	...
Libby, McNeil & Libby	904	...	...
Brennan Packing Co.	6,000 hogs;	Miller & Hart,	
3,500 hogs; Independent Packing Co.	8,000 hogs;		
Hord, Linham & Co.	5,200 hogs;	Western Packing	
& Provision Co.	11,900 hogs;	Roberts & Oake, 6,400	
	hogs; others, 23,400 hogs.		

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	3,849	1,322	6,594	4,001
Cudahy Pkg. Co.	2,240	1,080	4,753	5,384
Fowler Pkg. Co.	222	9		
Morris & Co.	3,319	1,740	4,109	3,352
Swift & Co.	3,620	1,168	9,856	4,395
Wilson & Co.	3,742	453	5,156	4,224

OMAHA.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	5,337	6,716	6,111	
Cudahy Pkg. Co.	4,828	12,455	5,796	
Dold Pkg. Co.	1,373	6,203		
Morris & Co.	4,312	4,674	2,466	
Swift & Co.	7,038	6,801	7,544	
Goldsberg, M.	17			
Higgin Pkg. Co.	10			
Hoffman Pkg. Co.	106			
Mayerick & Vail	45			
Mid West Pkg. Co.	47			
Omaha Pkg. Co.	64			
John Roth	101			
So. Omaha Pkg. Co.	43			
Lincoln Pkg. Co.	432			
Nagle Pkg. Co.	261			
Sinclair Pkg. Co.	300			
Wilson Pkg. Co.	818			
J. W. Murphy	9,152			
Swartz & Co.	2,901			
Geo. Hess & Co.	4,635			
Others	2,183		116	

ST. LOUIS.

	Cattle.	Hogs.	Sheep.
Armour & Co.	2,686	7,280	11,159
Swift & Co.	4,403	12,488	12,188
Morris & Co.	1,167	5,708	5,387
St. Louis Dressed Beef Co.	865		
Independent Pkg. Co.	298	515	101
East Side Pkg. Co.	496	2,856	492
American Pkg. Co.	86	335	46
Hill Pkg. Co.	32	181	
Krey Pkg. Co.	91		
Sleloff Provision Co.	143	451	43

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
E. Kahn's Sons' Co.	635	172	3,000	80
Kroger Groc. & Bak. Co.	467	41	1,474	
C. A. Freund	180	74	239	
Gus Jungling	203	130		48
J. F. Schroth Pkg. Co.	11		2,836	
H. H. Meyer Pkg. Co.	59		2,296	
J. H. Hulberg & Son	250	9		57
W. G. Johnson & Son	22			
Peoples Pkg. Co.	168	108		
J. Bauer & Son	218	1		

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern buyers	2,119	3,943	22,537	1,629
Kingan & Co.	1,651	338	20,572	2,756
Moore & Co.			3,023	
Ind. Abat. Co.	1,343	84	1,945	220
Armour & Co.	128	44	4,724	20
Brown Bros.	137	18	126	
Hilgemeyer & Bro.			870	
Worm & Co.	63		41	
Schussler Pkg. Co.	28	14	387	
Meier Pkg. Co.			241	
Ind. Provision Co.			270	
A. Wabritz	38	58		28
Riverview Pkg. Co.	14		60	
Miscellaneous	485	202	127	470

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,338	133	22,470	186
Armour & Co.	3,055	47	21,879	23
Swift & Co.	1,225	12	488	
Sacks Bros. Pkg. Co.	54	71		
Smith Bros. Pkg. Co.	75	23		
Local butchers	52	47		
Eastern packers	491		21,941	

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,251	415	13,710	8,509
Hammond Pkg. Co.	1,624	229	6,667	2,871
Morris & Co.	1,442	176	1,121	1,262
Others	1,405	128	9,120	299

CHICAGO.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,340	333	66,787	300

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	1,335		3,985	21,630
Hertz & Rirkin	186		80	
Kutz & Horne Pkg. Co.	220		365	
Swift & Co.	2,102		6,626	31,983
Others	740		419	2,979

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	4,583	11,465	36,602	1,727

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,307	706	2,512	42
Wilson & Co.	1,658	75	2,870	17
Others	72	40	351	

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	517	5,520	6,372	

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	507	339	8,038	572
Dold Pkg. Co.	161	19	5,596	
Local butchers	43			

RECAPPITULATION.

Recapitulation of packers' purchases by markets for the week ending June 23, 1923, with comparisons:

Cattle.

	Week ending	Previous
	June 23.	week,

Chicago	29,987	26,020
Kansas City	16,992	18,260
Omaha	25,132	21,971
St. Louis	18,443	23,395
Sioux City	2,340	8,508
St. Joseph	6,822	7,902
Oklahoma City	3,037	1,539
Cincinnati	2,427	2,138
Indianapolis	5,869	6,155
Milwaukee	1,279	946
St. Paul	4,583	4,269
Wichita	711	

Hogs.

Chicago	155,600	161,200
Kansas City	30,468	39,075
Omaha	55,790	66,608
St. Louis	44,845	58,930
Sioux City	66,789	66,179
St. Joseph	36,618	38,928
Oklahoma City	6,040	3,449
Cincinnati	14,230	15,060
Indianapolis	5,222	5,257
Milwaukee	7,238	7,044
St. Paul	56,802	51,826
Wichita	13,634	

Sheep.

Chicago	9,705	30,736
Kansas City	21,356	23,532
Omaha	22,036	15,249
St. Louis	31,519	28,608
Sioux City	309	76
St. Joseph	12,941	11,272
Oklahoma City	59	70
Cincinnati	1,208	1,118
Indianapolis	5,134	3,641
Milwaukee	546	485
St. Paul	1,727	1,212
Wichita	572	

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Saturday, June 23, 1923:

CATTLE.

	Week ending	Previous
	June 23.	week,

Chicago	29,987	26,020
Kansas City	23,721	23,746
Omaha	21,748	18,538
East St. Louis	13,967	11,683
St. Joseph	6,221	5,577
Sioux City	7,575	7,856
Omaha	939	939
Philadelphia	2,411	2,494
Indianapolis	1,763	1,746
Boston	953	1,296
New York and Jersey City	8,610	9,152
Milwaukee	930	569

HOGS.

Chicago	156,600	161,200
Kansas City	32,598	40,778
Omaha	35,552	45,563
St. Louis	43,570	48,093
Sioux City	309	32,057
St. Joseph	27,721	33,356
Oklahoma City	19,471	20,603
Cincinnati	15,154	15,347
Indianapolis	5,491	40,229
Fort Worth	2,600	6,500
Philadelphia	27,738	50,110
Indianapolis	19,931	21,963
Boston	46,050	34,032
New York and Jersey City	41,089	9,605
Oklahoma City	9,500	
Milwaukee	7,240	7,044
Cincinnati	15,000	11,700

SHEEP.

Chicago	9,703	36,736
Kansas City	21,495	23,597
Omaha	22,803	13,722
East St. Louis	31,387	22,203
St. Joseph	12,642	10,789
Sioux City	4,411	349
Oklahoma City	329	152
Philadelphia	7,236	5,377
Indianapolis	5,472	3,497
Boston	5,278	5,849
New York and Jersey City	45,386	33,843
Milwaukee	546	403

HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Chicago.

PACKER HIDES.—A moderate amount of activity continues in packer hides. There is a good call for light stock from tanners of the smaller sort who are desirous of securing some of the cheap hides. Stocks, however, are slow. A thousand June extreme light native steers sold at 11c again. About 5,000 Feb.-Mar. extreme light natives sold at 9½c; two cars of April-May-June branded bulls sold at 9c. A local small packer sold 4,000 June 45 lbs. up hides privately said to be 11c though a higher price is also quoted. Quite a line of Pacific coast hides moved; one seller moved 8,000 April-May steers at 11c and cows at 9c, while still other sellers moved March-April-May take-off in large volume at 11c for steers and 8c for cows. Local small packers have advanced their rates to 11c and report declining bids at 10c and tentative ones at more money.

COUNTRY HIDES.—More inquiry is reported around the local market from smaller tanners who appear desirous of obtaining material on the basis of the low levels recently established in packer stock. These buyers are bidding 9c for good quality buff and heavy cow weights and 10c for extremes, of similar quality, such bids having been refused in a number of instances today by local sellers. A car of outside grub free extremes was offered to a local broker at 9c delivered basis today and not sold. It will therefore be seen that conditions are a trifle mixed, something usual in a hectic time like this.

Most sellers of country hides report inability to secure material in the originating sections to sell at the levels tanners wish to pay. Meager available supplies and relatively high prices demanded by the country butcher and collectors bring about this condition. Traders, therefore, expect that country hides will be sluggish of movement within the next month or until prices in other descriptions advance materially. All weight hides in the originating sections sold as low as 8c delivered basis in a small way. That figure is considered full market for current receipts based on values in other varieties of leather raw stock.

Heavy steers are quoted about 10½@11c nominal; heavy cows and buffs 8@9c and extremes at 9@10c asked. Some of the larger dealers have views of several cents above these levels. Branded country hides are quoted about 7½@8c flat nominal, though the market is cleaned out and nothing is available at any such rates. Country packer bulls 9c; country packer brands quoted at 9c nominal; country bulls 8@8½c. Glue hides are quoted about 6½@7c nominal.

NORTHWESTERN HIDES.—Twin Cities markets are quiet and listless. All weight hides are quoted 8@9c with the outside usually asked. Holdings are small as collections are limited and many dealers are busy with other commodities, wool for instance. Heavy hides are quoted about 8@8½c and light stock at 9@9½c delivered Chicago basis. Bulls 7½@8c nominal; kippskins 10@13c; calf at 13@15c; horse hides are considered top at \$4.00.

CALFSKINS.—Nothing new has transpired since movement in St. Louis cities at 16c and Pittsburgh packers at 17c. Local collectors are well sold up and while they talk last sales rate of 16½c is believed doubtful if they could better 16c today. Tanners of calfskins report little change in the leather situation but they fear for the future. Packer skins quoted

17½c last paid and about 16½@17c nominal. Outside city skins are quoted about 13@15½c nominal for quality. Deacons are well sold out at \$1.05@1.15; kippskins are sluggish and in relatively small supply. Packer and city skins are quoted about 15c nominal. Outside descriptions are quoted at 12@14c nominal.

MISCELLANEOUS MARKETS.—Dry hides are quiet and featureless, about 16c nominal. Horse hides are quiet and easy in sympathy with the beef hide decline. Buyers consider best varieties top about \$3.75@4.00 and ordinary lots \$2.75@3.00. Pelts are listless. Lambs are ranged at \$1.00@1.25 and shearlings at 90c@1.05 nominal. There is little demand from pullers for woolskins. Dry pelts are featureless at 29@30c for business with more money usually asked. Pickled skins \$5.75@7.25; hogskins 20@30c.

New York.

PACKER HIDES.—Additional trading is reported around the city slaughter market. About 2,000 April native steers sold at 11½c and 2,000 Mays made 13c. Fully 5,000 April-May all weight cows made 9½c for straight heads and 9c for cut heads as noted previously. In the big movement earlier in the week fully 30,000 native hides and 40,000 branded hides were involved. There are still some hides in salt unsold, but the market is fairly well cleaned out. Late slaughter natives are considered nominal at 13c; butts 11½c; Colorados 10½c; cows 9c; bulls about 9c.

SMALL PACKER HIDES.—Operations in small packer hides are still limited. Sellers are not keen to sell at low levels as they feel that conditions are about to better themselves materially. About 2,000 December-January small packer steers sold at 11½c for natives and 10c for brands. About 2,000 June steers sold at 12½c. All weight cows are quiet and considered nominal, about 9½@10c for business, with the outside nearer the trading basis.

COUNTRY HIDES.—A couple of cars of 50 lbs. up country hides sold at 8½c containing 20 per cent grubs. A car of tick and grub free southern good section extremes sold privately, said to be 9½c flat basis. Some Alabama light hides sold at 9½c flat previously. Ohio and similar quality light hides are generally priced about 11c and buyers consider that price too high. Their views are not over 10c.

CALFSKINS.—There is no new business reported around the New York calfskin market. Three weight skins last sold at \$1.45@1.90@2.72½ and these prices are considered nominal value. Buyers seek bargains only at this time. Additional business is reported in 12/17 veal kip at \$3.20. Heavies quoted about \$4.25. Outside city calfskins quoted at \$1.15@1.35 range for lights as a basis.

FOREIGN WET SALTED HIDES.—European buyers are again interested in frigorifico descriptions of hides and continue to operate at slight advances. A good deal of the trading lately is in smaller than usual pack quantities. About 2,000 Swift Montevideo steers and 2,000 Artigas steers sold to cost at 15½c landed New York basis. A pack of 4,000 La Blancas and 2,000 Swift LaPlatas sold at 14½c landed basis. Frigorifico cows recently made 11 11/16c landed basis. Unsold stocks of frigorifico hides are reported as moderate, due to recent heavy buying on the part of both domestic and European operators. Some of the late purchasing was declared to be for the account of speculative interests. Frigorifico extremes re-

cently ranged at 13½@14½c for descriptions. In type hides, 3,000 B. A. province cows sold at 10½c and 2,000 Cordobas cows made 10½c. Type steers quoted proportionately higher. Common stock, campos and similar quoted 9@9½c; spot hides are quiet.

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending June 21, 1923, with comparisons:

STEERS.

	Week ended June 21, 1922.	Same week, June 14.
Toronto	\$ 8.75	\$ 9.00
Montreal (W.)	8.75	8.25
Montreal (E.)	8.75	8.25
Winnipeg	8.00	8.00
Calgary	7.50	7.25
Edmonton	6.50	7.00

CALVES.

	\$ 11.00	\$ 11.00	\$ 10.00
Toronto	\$ 9.00	7.50	9.00
Montreal (W.)	9.00	7.50	9.00
Montreal (E.)	9.00	7.50	9.00
Winnipeg	7.50	8.50	9.00
Calgary	8.00	7.50	8.10
Edmonton	6.00	6.00	6.00

HOGS.

	\$ 9.73	\$ 14.25	\$ 10.01
Toronto	11.00	15.00	11.00
Montreal (W.)	11.00	15.00	11.00
Montreal (E.)	11.00	15.00	11.00
Winnipeg	9.18	12.75	9.18
Calgary	8.80	12.50	8.52
Edmonton	9.35	11.75	11.75

LAMBS.

	\$ 17.50	\$ 16.00	\$ 19.00
Toronto	17.50	14.00	18.00
Montreal (W.)	17.50	14.00	18.00
Montreal (E.)	17.50	14.00	18.00
Winnipeg	12.75	15.00	14.00
Calgary	12.00	12.50	12.50
Edmonton	12.00	11.00	13.00

CHICAGO HIDE QUOTATIONS.

(Special Report to The National Provisioner from J. F. Nicolas.)

Chicago, June 30, 1923.—Quotations on hides at Chicago for the week ending June 30, 1923, with comparisons, are as follows:

PACKER HIDES.

	Week ending June 30, '23.	Week ending June 23, '23.	Corresponding week, 1922.
Spready native steers	17 @18c	18 @19c	18 @19c
Heavy native steers	@14c	15 @16c	16 @17c
Heavy Texas steers	@12½c	14 @15c	15 @16c
Heavy br. branded steers	@12½c	14 @15c	15 @16c
Heavy Colorado steers	@11½c	13 @14c	14 @15c
Ex-Light Texas steers	9½ @10c	@11c	13 @14c
Branded cows	@ 9½c	@11c	13 @14c
Heavy native cows	@10½c	13 @14c	15 @16c
Light native cows	10 @10½c	@12c	14 @15½c
Bulls, native	9½ @10c	11 @12c	10 @11c
Branded bulls	9 @9½c	9 @10c	9 @10c
Calfskins	12 @13c	13 @14c	12 @13c
Kip	15 @16c	15 @16c	14 @15c
Slunks, regular	\$1.10 @1.15	\$1.10 @1.15	\$0.90 @1.00
Slunks, hairless	35 @75c	35 @75c	35 @75c
Light, Native, Butts, Colorado and Texas steers	per lb. less than heavies.		

CITY AND SMALL PACKERS.

	Week ending June 30, '23.	Week ending June 23, '23.	Corresponding week, 1922.
Natives			
all weights	9½ @10c	11 @12c	13 @14c
Bulls, native	8½ @9c	10 @11c	9 @10c
Branded	8½ @9c	9 @10c	9 @10c
Calfskins	16 @17½c	16 @17½c	16 @17½c
Kip	14 @15c	14 @15c	14 @15c
Light calf	\$1.30 @1.35	\$1.30 @1.35	\$1.25 @1.30
Deacons	\$1.00 @1.10	\$1.00 @1.10	\$0.90 @1.00
Slunks, regular	60 @75c	60 @75c	60 @70c
Slunks, hairless	25 @30c	25 @30c	30 @35c
Horsehides	\$4.00 @5.00	\$4.50 @5.00	\$3.00 @4.00
Hogskins	20 @25c	15 @20c	20 @25c

Prices quoted are f. o. b. Chicago or Chicago freight allowed, for straight carloads or more to tanners. Dealers' price range ½% per lb. less.

SHEEPSKINS.

	Week ending June 30, '23.	Week ending June 23, '23.	Corresponding week, 1922.
Large packers	\$3.00 @3.25	\$3.30 @3.40	\$2.35 @2.40
Small packers	2.75 @2.90	\$3.00 @4.20	\$2.00 @2.10
Packers' shearlings	\$1.00 @1.05	\$1.00 @1.05	\$0.75 @0.85
Packers' spring lamb	\$1.10 @1.20	\$1.20 @1.30	\$1.25 @1.30
Country pelts	1.50 @2.00	\$1.50 @2.00	\$1.25 @1.75
Dry pelts	25 @31c	31 @33c	25 @27c

ICE AND REFRIGERATION

ICE NOTES.

J. N. Ward has purchased the ice plant of W. G. Souders at De Queen, Ark.

Big improvements are planned for the Gilmer Ice & Light Co., Gilmer, Tex.

The Rath Packing Co., Waterloo, Ia., will erect a new cold storage plant to cost \$150,000.

The Parrish Ice Co., Parrish, Ala., will be in operation the first of August, according to report.

The Stuart Cold Storage Corp., Stuart, Va., has been incorporated with a capital stock of \$100,000.

The American Storage Co. of Philadelphia, Pa., will erect a \$500,000 cold storage warehouse.

The John F. Barker Produce Co. will establish a cold storage plant at 112 Toole Ave., Tucson, Ariz.

Ed. Carville will erect a \$20,000 cold storage and artificial ice manufacturing plant at Elko, Utah.

The Columbia Ice & Cold Storage Co. are contemplating enlarging their plant at Wenatchee, Wash.

The Great Falls Meat Co., Great Falls, Mont., will shortly erect a cold storage plant at Shelby, Mont.

It is reported the city of Rosalia, Wash., is to have a new ice plant having a daily capacity of 1,600 pounds.

The Santa Monica Ice Co., Santa Monica, Cal., is installing new machinery, which will enable the plant to turn out 30 tons of ice per day.

Fire recently destroyed the Spring Lake ice houses, Battle Creek, Mich., owned by Chas. J. Peters and leased by the City Ice and Cold Storage Co.

The Arctic Ice Co., Kansas City, Mo., has been incorporated with a capital stock of \$10,000. Incorporators: Leo Schleifstein, R. L. Brown and J. C. Park.

The Charlotte Cold Storage Co., Charlotte, N. Y., has been incorporated with a capital stock of \$200,000. Incorporators: C. Knapp, A. E. Kelly and M. Hawley.

The Tieton Cold Storage Co., Tieton, Wash., has been incorporated with a capital stock of \$50,000 by W. I. Huxtable, H. E. Waterbury, Howard Williamson and others.

M. Perry & Co., Yakima, Wash., is contemplating spending \$40,000 on new equipment for their ice plant. When the installation is made the plant will have a daily capacity of 120 tons.

REFRIGERATION IN ITALY.

There is considerable progress being shown in the refrigeration industry in Italy. This was seen in reference to the Giuseppe dell' Orto exhibit at the Milan Fair, where the firm showed, amongst other things, a new counter-current condenser, claimed to be among the best now being constructed. A large French (Strasbourg) house that used to buy in Germany is reported to have bought twenty-four dell' Orto refrigerating plants, and about to take eighty per annum of 2,000 to 10,000 c.u.h. capacity. This firm has supplied over 750 refrigerating plants for France, Yugo-Slavia, Cuba, Argentina, Brazil, Spain, Asia Minor, Abyssinia, etc., making a total of over 15,000,000 c.u.h.

As a measure of economy in the public administration of Italy, the Refrigeration Technical Committee, along with other important bureaux, has been suppressed.

YORK REFRIGERATING EQUIPMENT.

Recent sales and installations of York refrigerating machinery and equipment are reported by the York Manufacturing Company, York, Pa., as follows:

Casper Packing Co., Casper, Wyo.; one 19-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Goliad Packing Co., poultry packers, Goliad, Texas; one 12-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

W. C. Harris, meat market, Blencoe, Iowa; a 1½-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Wolpert & Hoerner, meat market, Bloomfield, Nebr.; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

East Pittsburgh Market, East Pittsburgh, Pa.; one 6-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Koblenzer Brothers, meat packers, Cleveland, Ohio; one 20-ton and one 12-ton vertical single-acting belt driven enclosed refrigerating machines and high pressure side complete.

Howell & Co., produce storage, Bryan, Texas; one 9½-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

I. Oscherowitz & Son, have added to the York equipment in their meat market at 569 West 6th St., Cincinnati, Ohio, one 20-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Hensing Brothers, meat market, Iowa Falls, Iowa; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

N. Logan & Son, meat market, Parkersburg, W. Va.; one 2-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

M. L. Smith, butcher, Cobleskill, N. Y.; one-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Mike Karolcik, meat market, Perryopolis, Pa.; one 4-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

J. R. Thirlaway, meat market, Louisville, Colo.; one 2-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Pettit Brothers, meat market, Esterville, Iowa; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Fred P. Bert, meat market, Ludlow, Ky.; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Cold Storage Insulation

All Kinds of Refrigerator Construction

JOHN R. LIVEZEY

Glenwood Avenue

West of 22nd St.

PHILADELPHIA, PA.

BANNER ROCK WOOL
JACKET
INSULATION
BANNER ROCK PRODUCTS CO.
ALEXANDRIA INDIANA.

FIREPROOF AND FLEXIBLE
FOR TANKS, VATS, DRYERS,
BOILERS, & ANYTHING HOT.
Write for Information.



Freezer and Cooler Rooms for the Meat and Provision Trade
Specialists in CORK INSULATION
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AMMONIA COMPRESSOR
IS USED IN THE VOOGT
COMPRESSION SYSTEM

MANUFACTURERS OF ICE AND REFRIGERATING EQUIPMENT—DROP FORGED STEEL VALVES AND FITTINGS
—WATER TUBE AND HORIZONTAL RETURN TUBULAR BOILERS—OIL REFINERY EQUIPMENT.

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Your plant conditions demand either the Absorption or Compression type of refrigerating equipment. Let us aid you with our experience in selecting the machine which fits your requirements, assuring you the most efficient and economical service.

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Refrigerating Equipment
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PURITY IS ESSENTIAL IN AMMONIA

For Refrigerating and Ice Making. Because nothing will reduce the profits of your plant so surely as Ammonia laden with organic impurities.

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SPECIFY BOWER BRAND ANHYDROUS AMMONIA which may be obtained from the following:
 Atlanta—M. & M. Warehouse Co.
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 Boston—G. W. Goerner, 40 Central St.
 Buffalo—Central Supply Co.; Keystone Warehouse Co.
 Cleveland—Curtis Bros. Transfer Co.
 Detroit—Brennan Truck Co.
 El Paso—R. E. Huthsteiner, 615 Mills Bldg.
 Jacksonville—Service Warehouse Co.

Los Angeles—Mailliard & Schmiedell.
 Mexico, D. F.—F. Beauray, Jr., 7 a de Colima 225 B.
 New York—Roessler & Hasslacher Chemical Co., 709 6th Ave.
 Newark—American Oil & Supply Co.
 New Orleans—O. E. Lewis & Co., Inc., 638 Camp St.
 Norfolk—Southgate Forwarding & Storage Co.
 Pittsburgh—Pennsylvania Transfer Co.; Pennsylvania Brewers Supply Co., 158 10th St.

Philadelphia—Henry Bower Chemical Mfg. Co.
 Richmond—Bowman Transfer & Storage Co.
 Rochester—Rochester Warehouse & Distributing Co., 1 Mt. Hope St.
 Savannah—Savannah Brokerage Co.
 San Francisco—Mailliard & Schmiedell.
 Seattle—Mailliard & Schmiedell.
 Tampa—Charles Hovey, Room 315, Citizens Bank Bldg.
 Toledo—Morston Truck Co.; G. H. Weddle & Co., 1932 Canton St.
 Washington—Littlefield, Alvord & Co.

George W. Steger, meat market, 456 Maple St., Rochester, N. Y.; a 1-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Milton Sayres (butcher), Nyack, N. Y.; a 1-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Gus. C. Grobmyer, meat market, Carrollton, Ky.; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

George A. Hormel & Co., packers, St. Paul, Minn.; one 10-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Sheridan Meat Co., Sheridan, Wyo.; one 25-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

George A. Hormel & Co., packers, Duluth, Minn.; one 10-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Mission Provision Co., San Antonio, Texas; one 5½-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Central Meat Market, Hamilton, Mont.; a 3½-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

C. Schaefer & Son, meat market, Parker, S. Dak.; one 10-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

E. R. Smith, packer, 2600 Montgomery St., St. Louis, Mo.; one 12-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Sun Flower Sausage Co., meat market, Wichita, Kan.; a 5½-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Albert C. Braley, market, New Bedford, Mass.; a 1-ton vertical, single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Merkel & Winkler, meat market, Trenntown, Ohio; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

The Anaheim Beef Co., of Anaheim, Cal., have added to their York equipment a 1-ton York vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Charles L. Gross, meat market, Los Angeles, Cal.; a 1-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

L. G. Start Co., Inc., butchers, Utica, N. Y.; one 2-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

S. M. Lee, meat market, 489 9th St., Oakland, Cal.; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

C. D. Cook, packer, Cushing, Okla.;

one 5½-ton vertical single-acting belt driven enclosed machine, and condensing side, including a flooded atmospheric ammonia condenser.

Mount Auburn Market, Wellston, Mo.; one 9½-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Gunser Brothers, meat market, 128 McThail St., Baltimore, Md.; one 2-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

R. A. Burt, meat market, Taft, Cal.; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Charles J. H. Dimmling, meat market, Baltimore, Md.; one 4-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Edward W. Ewald, butcher, Goshen, N. Y.; one 2-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

(Concluded on page 45.)

BRINE SPRAY COOLING SYSTEMS

SPRARITE NOZZLES for BRINE SPRAY SYSTEMS have been adopted as standard by the largest packing houses in the world. Their dependability is taken for granted and economy is well known.

BE SURE YOU HAVE SELECTED RIGHT—TO AVOID FUTURE EVENTUAL REPLACING OF SPRAY NOZZLES WITH THE "SPRARITE".

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Several packers have done this very thing by using our pure aluminum air tight panel body.

Requires no ice or refrigeration of any kind. Insulation and air tight aluminum body hold the cold air in.

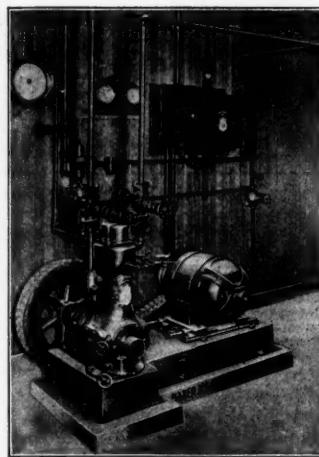
We specialize in panel and stake bodies for all size chassis.

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BAKER SYSTEM



Perfect Refrigeration

That's what you need for the preservation of your meats, butter, fruits, vegetables, etc.

You realize that ice is too expensive — too sloppy, and makes your ice box wet and musty. The uneven temperature results in considerable loss to you through meat trimmings and spoilage.

Install the Baker System Mechanical Refrigeration

Reliable Temperature
Cheaper Than Ice
Easy to Operate
Lasts a Lifetime

With the Baker System you have absolute control of the desired temperature and can cut out the ice bills. A steady and dependable circulation of cold dry air will reduce your loss through spoilage and trimmings — your box will be dry and sanitary.

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Omaha, Neb.

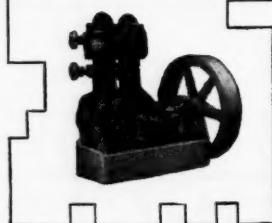


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FOR REFRIGERATORS AND COLD STORAGE DOORS. AIRTIGHT SECTIONAL COOLING ROOM AND REFRIGERATOR-JOINTS. RAILWAY COACHES, DWELLINGS AND ALL OTHER PURPOSES REQUIRING AIRTIGHT, DUSTPROOF, WATERPROOF, OR NOISELESS MEANS OF CLOSURE-CONTACTS

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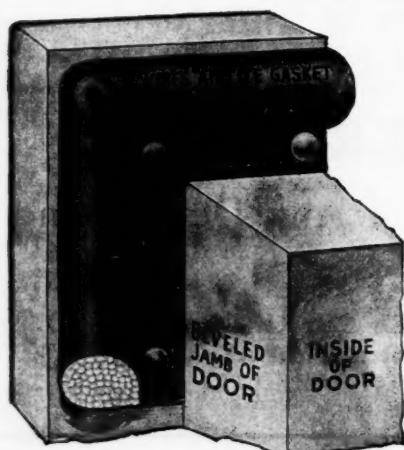


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REGULARLY FURNISHED WITH BLACK RUBBERIZED CASING; CAN ALSO BE HAD WHITE RUBBERIZED CASING

GET SAMPLES AND PRICES. STATING SIZE AND QUANTITY NEEDED.
WILL SAVE YOU MANY DOLLARS.

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FOR PURCHASING DEPARTMENTS

GETTING RID OF ODORS.

Experiences of a Sanitary Engineer in Disposing of This Nuisance.

By W. J. Springborn.

During the summer of 1922 a rendering company in a thickly settled section of Boston was ordered by the health authorities to abate an odor nuisance or close its rendering plant. The company's manager said "Tell us what to install for the destruction of the odors and we will do it."

The first suggestion was a condenser, using a large quantity of cold water from the city mains.

This did not satisfy, so they were asked to install a spray system, using pine tar and discharging the fumes under the boilers. This also failed to cure the trouble.

Troubles of a Rendering Company.

Next they were ordered to use formaldehyde, followed by other chemicals. The results were no better.

Then a resort to heat was made and the engineer of the gas company was sent for. After having assured them that fire would completely destroy the obnoxious odors a retort or furnace was built and two gas burners installed. The air containing the odors, mixed with illuminating gas, was forced by a rotary blower into this retort. The gas consumed cost about \$2 per hour, and while the lining in the retort, which consisted of fire brick and carborundum, was melted by the intense heat, the odors still remained. In fact, the result was to spread them over a larger area than before.

Then someone told them of a deodorizing process used in a garbage reduction plant in a neighboring city. After an investigation of this the writer was sent for and a contract was drawn up and signed for the installation of the Henderson-Haggard deodorizing process. The installation has been in daily use since at a cost of about \$2 per day, and the odors are being completely destroyed, proving that chlorine gas when properly employed does the trick nicely and at a low cost.

Saved Oil Plant from Closing.

On the Pacific Coast a company that carries on an extensive whaling business was threatened with having its plants closed unless the odor nuisance was abolished.

This company maintains two plants for the production of whale oil and meat. The meat is sold for poultry feed. Last year 563 whales weighing on the average of 50 tons each were rendered in these plants.

After trying air washers, furnaces, and many other devices for destroying the odors, all of which were without success, they adopted the Henderson-Haggard deodorizing process and are highly pleased with the results, as they can continue the operation of their plants without fear of being closed up.

Soap Plant in Residence District.

Another interesting case may be cited. Many years ago a company built a rendering plant and soap works in an outlying section of Detroit. The rapid growth of the city in recent years brought dwelling houses within 200 feet of this plant, and legal proceedings were started to have the plant closed or removed from the neighborhood.

Here again the company used every known means of getting rid of the odors but without success. When their attention was called to our process it was quickly adopted. Some months later the case came to trial, during the course of which

testimony was offered to show that the odor nuisance no longer existed. In fact, the plaintiff's attorney admitted that the chlorine gas process was destroying the obnoxious odors, but contended that an injunction should be granted on the ground that there was a nuisance at the time the suit was filed. However, the jury brought in a verdict of not guilty and the company continues to operate. The daily cost of chlorine is less than \$2.

Still another case is that of a company which has a dead horse plant, and disposes of all the dead horses from the largest city in the world. In 1921 it faced a serious situation, due to some half dozen suits to enjoin its operation. Now all these legal obstacles have been removed, and during the two years' use of the Henderson-Haggard deodorizing process no complaints have been filed.

Packers Get Rid of Odors.

One of the largest packing and rendering companies located in the heart of Manhattan Island has also been relieved of its odor trouble by using 20 pounds of chlorine gas per day.

When the water was drained out of the old New York State Canal a rendering company in an upstate city was left without condensing water, of which it had been pumping about 400 gallons per minute through an air washer, in an effort to destroy the odors at a cost of more than \$12 per day. Here again our deodorizer is being successfully used, and the cost is less than \$2.50 per day.

Many more cases might be cited if space permitted. Suffice to say that the Henderson-Haggard process is exceeding the fondest hopes of its inventors, and promises to supersede the methods heretofore used for destroying rendering plant odors, as well as odors from drying leather scrap, hair, wool waste, feathers, manure, garbage, sewage sludge, etc.

YORK REFRIGERATING EQUIPMENT.

(Continued from page 43.)

George W. Legenbauer, butcher, Albany, N. Y.; one 2-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Breuning & Feustel, meat market, West Hoboken, N. J.; one 2-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

University Food Products Co., meat market, 1156 East 63rd St., Chicago, Ill.; one 5-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Frank C. Stachowiak, meat market, La Salle, Ill.; a 1½-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

A. V. Dempsey, meat market, Belvidere, Ill.; a 1½-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Freeman Cox, meat market, Litchfield, Minn.; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Sam Berber, meat market, Portage, Pa.; a 1-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Kels Meat Co., Lodi, Cal.; a 1¾-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Sponsler Brothers, meat market, Ashland, Ohio; one 2-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Vetter & Rasser, market, 134-36 Monroe Ave., Rochester, N. Y.; one 2-ton vertical single-acting belt driven enclosed refriger-

ating machine and high pressure side complete.

E. Hover, meat market, Bellefontaine, Ohio; a 1½-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Ruhnau & Hickstein, meat market, St. Paul, Minn.; one 8-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Ryskamp Brothers, meat market, Grand Rapids, Mich.; one 8-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Brannon Brothers, meat markets, Waukon, Iowa; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Jacob Schlachter's Sons Co., meat markets, 2841 Colerain Ave., Cincinnati, Ohio; one 25-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Swift & Co., Rutland, Vt.; one 6-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete, also a complete refrigerating system, including 2,000 feet of 2-in. full weight direct expansion piping.

Harry F. Conrad & Sons, meat market, Peotone, Ill.; a 1½-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

M. G. Rogers, meat market, Otsego, Mich.; a 1½-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Joel Johnson, meat market, Duluth, Minn.; a 1½-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Fred C. Weber, Jr., meat market, Jackson, Mich.; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

J. D. Ressler & Son, meat market, Park Rapids, Minn.; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

ADOPTS WESTINGHOUSE METHOD.

The Madison, Wis., Gas & Electric Company has bought another Westinghouse underfoot stoker unit. The installation will include the hollow blast dump grates which are active fuel-burning surfaces, line shafting, hangers, couplings, brackets, chains for connection between the line shafting and stoker speed shafts, side furnace doors, front inspection doors, Westinghouse non-clinking sidewall tuyeres. The tuyeres prevent erosion of the sidewalls, while the preheated air issuing through them aids combustion. A new 1,057 horsepower Stirling boiler has been purchased and Illinois screenings will be fired.

REDUCING PRODUCTION COSTS.

Wide-awake packers keep accurate accounts of their cost of production. They know that a dollar saved is a dollar made. One cent per hog seems a small amount, but saving it in cleaning 1,000 hogs per day amounts to \$3,000 a year, an item that is worthy of consideration.

Wilson & Company installed their seventh "Boss" U Hog Dehairer recently in the Wilson-Martin plant, Baltimore, Md.

SEWARD WITH WHITE TRUCKS.

Mr. Stanley P. Seward has been appointed advertising manager of the White Company, Cleveland, Ohio. Mr. Seward's exceptional ability in all phases of advertising will find an opportunity for constructive work with the White Company, who have been one of the largest advertisers among the truck manufacturers.

Chicago Section

R. H. Daigneau of Geo. A. Hormel and Co., Austin, Minn., spent a day in Chicago this week.

B. L. Thomas of the Consolidated Rendering Co., Boston, Mass., was in Chicago this week.

A. L. Eberhart of the Dold Packing Co., Omaha, Neb., was a visitor in Chicago this week.

R. W. Howes, of Swift & Company, with Mrs. Howes, is enjoying a motor trip to Eastern points.

George A. Hormel, president of Geo. A. Hormel & Co., Austin, Minn., returned this week from a business trip to the East. The kelly pool season being over, Mr.

Hormel took in a Cub ball game for relaxation.

Roscoe Manley, in charge of the hide and casings department, the Jacob Dold Packing Co., Buffalo, N. Y., was in Chicago this week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 33,556 cattle; 11,067 calves; 122,684 hogs, and 20,594 sheep.

H. P. Henschien and R. J. McLaren of Henschien and McLaren, the well known packinghouse architects, are in the East and South this week.

D. Baxter of the Baxter Ruff Co., Melbourne, Australia, who is on a tour of Canada and the United States, was a recent visitor in Chicago. The Baxter Ruff

Co. are well known in trade circles as manufacturers of sheep casings exclusively.

R. D. MacManus, head of the public relations department of Armour & Company, was the speaker before the Lions' Club of Chicago this week. Talking on "Meat for Health," he told the Lions all about meat from an economic standpoint, what meat means to agriculture, and what agriculture means to the prosperity of the nation.

Two tired business men contemplating a motor trip to the briny Atlantic shores are J. F. Smith, head of the Swift lard department, and George Cain of the advertising department. They go in Jack's brand-new Pierce-Arrow, of course. George will count the Swift ads on the bill-boards while Jack does the driving.



GOVERNOR "AL" SMITH OF NEW YORK ON A VISIT TO THE "YARDS."

Those in the back row, from left to right, are: Jack Palmer, newspaper photographer; O. M. Patterson, Swift & Company; E. C. Brown, Chicago, President of the National Live Stock Exchange; "Chick" Evans (golf star); J. J. Riordan, New York City; Clifford Caldwell, President By-Product Coke Corporation.

Those in the front row, from left to right, are: W. S. Johnston, Swift & Company; Charles M. Winchester, publisher, Albany, N. Y.; George Van Namee, Secretary to the Governor; A. D. White, Swift & Company; Governor Smith; Capt. A. E. Smith, Jr.; Charles C. Fitzmorris, former Chief of Police of Chicago; James E. Parsons, New York; William H. Humphries, Albany; O. S. Cabbana, Jr., Buffalo, N. Y.

H. P. Henschien R. J. McLaren
HENSCHIEN & McLAREN
Architects
1637 Prairie Ave. Chicago, Ill.
PACKING PLANTS AND COLD STORAGE CONSTRUCTION

H. C. GARDNER F. A. LINDBERG
GARDNER & LINDBERG
ENGINEERS
Mechanical, Electrical, Architectural
SPECIALTIES, Packing Plants, Cold Storage,
Manufacturing Plants, Power Installations, Investigations
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H. N. Jones Construction Co.
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30 Years Experience

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ARCHITECTS
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HIMMELSBACH & SCHLICH
ENGINEERS AND ARCHITECTS
Specializing in Packing Houses, Abattoirs, Ice Making and Refrigerating Plants, Lard and Fat Rendering Plants, Oil Refineries
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George F. Pine Walter L. Munnecke
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PACKING HOUSE & COLD STORAGE CONSTRUCTION; CORK INSULATION & OVER HEAD TRACK WORK.
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PACKERS ARCHITECTURAL & ENGINEERING CO.
WILLIAM H. KNEHANS, Chief Engineer
ABATTOIR PACKING AND COLD STORAGE PLANTS
Manhattan Building, Chicago, Ill. Cable Address, Pacarco

M. P. BURT & COMPANY
Engineers & Architects
Packinghouse and Cold Storage Designing—Consultation on Power and Operating Costs, Curing, etc. You Profit by Our 25 Years' Experience. Lower Construction Cost. Higher Efficiency.
206-7 Falls Bldg., MEMPHIS, TENN.

Considering Improvements?

Consult
D. I. Davis & Associates
 327 So. La Salle Street, Chicago, Ill.
 30 years real experience building and operating
 Domestic and Foreign

Swift and Company's sales of carcass beef in Chicago for the week ending Saturday, June 23, 1923, for shipment sold out, ranged from 8.00 to 18.00 cents per pound, averaged 14.06 cents per pound.

Provision shipments from Chicago for the week ending June 23, 1923, with comparisons, were as follows:

This week. Prev. week. Last year.
 Cured meats, lbs. 16,465,000 13,450,000 12,539,000
 Lard, lbs. 10,970,000 10,625,000 7,218,000
 Fresh meats, lbs. 23,295,000 19,696,000 25,933,000
 Pork, bbls. 2,000 2,000 6,000
 Canned meats, boxes. 9,000 12,000 17,000

A. W. McLaren of Chicago has been elected president of the Oklahoma Belt Railroad Company, a belt line connecting with the trunk lines and packingtown district at Oklahoma City, Okla. Mr. McLaren was formerly general traffic manager of Morris and Company, and is now vice-president of the Chicago Bearing Metal Company. You can't keep "Mac" out of the packinghouse traffic game.

F. C. McDowell, formerly with Morris & Company as sales director, is now associated with the Foell Supply Company of Chicago, manufacturers of canned meats, as vice president and director of sales. Mr. McDowell has a wide experience in this line, having had charge of the canned meats and merchandise department for Morris & Company, covering a period of over 25 years. His acquaintance with the trade both here and abroad will be a source of strength to his new connections.

CHICAGO LIVESTOCK.

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, June 18....	19,368	3,334	51,919	9,952
Tuesday, June 19....	9,736	3,407	25,168	4,720
Wednesday, June 20....	2,346	2,382	23,649	15,136
Thursday, June 21....	16,770	5,282	39,250	17,149
Friday, June 22....	3,167	1,114	37,560	10,420
Saturday, June 23....	500	200	8,000	4,000

	Total for week....	15,683	185,655	61,677
Previous week	48,951	14,057	181,325	43,338
Year ago	58,549	14,422	174,112	64,013
Two years ago	64,137	15,278	171,507	72,858

SHIPMENTS.

	Monday, June 18....	172	13,138	....
Tuesday, June 19....	2,414	36	8,985	265
Wednesday, June 20....	3,180	83	5,063	784
Thursday, June 21....	1,996	19	6,032	376
Friday, June 22....	1,443	39	6,853	1,059
Saturday, June 23....	200	....	2,500	500

	Total for week....	14,459	326	42,570	2,984
Previous week	16,773	316	32,266	2,195	
Year ago	19,252	546	33,043	8,063	
Two years ago	17,663	372	31,102	5,122	

Receipts at Chicago for the year to June 23, 1923, with comparisons, were as follows:

	Year....
Cattle	1923. 1,400,925
Calves	1922. 409,828
Hogs	1923. 4,891,867
Sheep	1923. 1,715,247

Combined weekly hog receipts at eleven markets for 1923 to June 23, with comparisons:

	Week....	Year to date....
Week ending June 23....	618,000	18,567,000
Previous week	657,000	
Corresponding week, 1922	633,000	14,107,000
Corresponding week, 1921	606,000	15,115,000
Corresponding week, 1920	588,000	15,773,000

Average, 1910 to 1922.... 494,000 14,385,000

Combined receipts at seven points for the week ending June 23, 1923, with comparisons:

	Cattle	Hogs	Sheep.
Week ending June 23....	168,500	510,000	104,600
Previous week	165,000	537,000	130,000
1922	193,000	332,000	159,000
1921	152,000	474,000	182,000
1920	184,000	461,000	144,000

Average, 1914-1922.... 159,000 441,000 181,000

Combined receipts at seven markets for 1923 to June 23 and the corresponding period for previous years:

	Cattle.	Hogs.	Sheep.
1923	4,475,000	15,430,000	4,664,000
1922	4,190,000	11,548,000	4,304,000
1921	3,965,000	11,864,000	5,153,000
1920	4,386,000	12,866,000	4,032,000

*Calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts, average weight and top and average prices for hogs for under-mentioned weeks:

	Average Number weight, ——Prices— received. lbs. Top. Average
Week ending June 23....	*187,600 230 \$ 7.75 \$ 7.15
Previous week	181,325 240 7.30 6.65
1922	174,112 239 11.00 10.35
1921	171,507 240 8.85 8.45
1920	168,670 238 16.20 15.15
1919	160,145 236 21.60 20.69
1918	119,718 237 17.15 16.55
1917	122,078 227 16.00 15.15
1916	125,863 231 10.10 9.80
1915	141,625 234 7.92 7.60
1914	116,404 241 8.55 8.35
1913	90,162 242 9.05 8.80

Average, 1913-1922.... 139,000 236 \$ 12.65 \$ 12.10

*Receipts and average weight for week ending June 23, 1923, unofficial.

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ending June 23....	\$10.20	\$ 7.15	\$ 15.85	
Previous week	9.80	6.65	5.65	15.85
1922	8.90	10.45	6.60	12.25
1921	8.45	8.45	5.85	13.85
1920	13.35	15.15	7.55	14.05
1919	13.65	20.80	8.75	12.25
1918	16.00	16.55	12.00	16.25
1917	12.15	15.15	9.85	14.40
1916	9.65	9.80	7.25	9.00
1915	9.20	7.60	6.10	8.50
1914	8.75	8.35	5.25	8.80
1913	8.00	8.80	4.25	7.10

Average, 1913-1922.... \$10.95 \$12.10 \$ 7.25 \$11.45

*Commencing with June 11, "springers" were classed as aged lambs.

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards for weeks mentioned:

	Cattle.	Hogs.	Sheep.
Week ending June 23....	41,200	143,000	58,700
Previous week	32,176	149,059	41,143
1922	30,000	149,000	55,000
1921	37,072	140,405	67,736
1920	30,735	118,924	40,506
1919	41,964	135,737	70,620
1918	33,638	108,451	67,223

*Saturday, June 23, 1923, estimated.

Chicago packers' hog slaughter for the year ending June 23, 1923:

Armour & Co.	15,000
Anglo-American Provision Co.	5,500
Swift & Co.	21,700
G. H. Hammond Co.	9,000
Morris & Co.	15,800
Wilson & Co.	15,800
Boyd-Lunham & Co.	5,200
Western Packing Co.	11,900
Roberts & Oake	6,400
Miller & Hart	3,500
Independent Packing Co.	6,060
Premier Packing Co.	6,900
William Davies Co.	2,800
Agar Packing Co.	1,000
Others	23,400

Total.... 155,600

Previous week.... 161,200

Year ago.... 135,300

Two years ago.... 148,300

Three years ago.... 127,300

Prices at Chicago Thursday, June 28, 1923:

CATTLE.

	Cattle.
Feb. Steers:	
Med. and heavy wt. (1,100 lbs. up)—	
Choice and prime.....	\$10.50@11.40
Good.....	9.65@10.50
Medium.....	8.25@ 9.65
Common.....	7.00@ 8.25
Light weight (1,100 lbs. down)—	
Choice and prime.....	10.25@11.25
Good.....	9.25@10.25
Medium.....	7.75@ 9.25
Common.....	6.00@ 7.75

Butcher Cattle:

Helpers, common choice.....	5.50@ 9.75
Cows, common choice.....	3.50@ 8.35
Bulls, bologna and beef.....	4.35@ 7.40

Canners and Cutters:

Cows and steers.....	2.00@ 3.50
Canner steers.....	3.75@ 5.00

Veal Calves:

Light and med. weight, med. good and choice.....	8.25@10.25
Heavy weight, common choice.....	4.00@ 8.75

HOGS.

Top.....	\$ 7.30
Bulk of sales.....	6.00@ 7.15
Heavy weight (250 lbs. up), med. choice.....	6.50@ 7.00
Med. weight (200-250 lbs.), med. choice.....	6.00@ 7.10
Light weights (150-200 lbs.), com. choice.....	6.50@ 7.15
Light lights (120-150 lbs.), com. choice.....	6.50@ 7.05
Packing sows (250 lbs. up), smooth.....	5.85@ 6.40
Packing sows (200 lbs. up), rough.....	5.50@ 6.10
Killing pigs.....	6.00@ 6.75

SHEEP.

Lambs (85 lbs. down), med. prime.....	\$13.00@15.65
Culls and common.....	8.00@13.00
Yearling wethers.....	10.00@14.00
Wethers, medium prime.....	4.00@ 8.25
Ewes, medium choice.....	3.50@ 7.00
Culls and common.....	1.25@ 4.00

Gorman-Brown Engineering Corporation

Specializing in the erection and equipment of

Packing Houses

Vegetable Oil Refineries

Preserved Food Plants

Executive Office

Suite 901, Barrett Building, 40 Rector Street

New York City

Cable Address:
 "Ernerbrown," New York

Telephone:
 Bowling Green 0584

Exclusive Engineers, Architects and Builders of the Chain of Packing Houses and diversified staple Food Manufacturing Plants being established by the Confederated Home Abattoirs Corporation

Chicago Provision Markets

CASH PRICES.

Based on Actual Cash Trading, Thursday, June 29, 1923.

Green Meats.

Regular Hams—	
8-10 lbs. avg.	@@16%
10-12 lbs. avg.	@@15%
12-14 lbs. avg.	@@15%
14-16 lbs. avg.	@@15%
16-18 lbs. avg.	@@15%
18-20 lbs. avg.	@@15%
Skinned Hams—	
14-16 lbs. avg.	@@16%
16-18 lbs. avg.	@@16%
18-20 lbs. avg.	@@16%
20-22 lbs. avg.	@@15%
22-26 lbs. avg.	@@13%
24-26 lbs. avg.	@@13%
26-30 lbs. avg.	@@12%
Picnic—	
4-6 lbs. avg.	@@8%
6-8 lbs. avg.	@@8%
8-10 lbs. avg.	@@7%
10-12 lbs. avg.	@@7%
Clear Bellies—	
6-8 lbs. avg.	@@18
8-10 lbs. avg.	@@16
10-12 lbs. avg.	@@13%
12-14 lbs. avg.	@@13
14-16 lbs. avg.	@@12%
Pickled Meats.	
Regular Hams—	
8-10 lbs. avg.	@@16%
10-12 lbs. avg.	@@16
12-14 lbs. avg.	@@16
14-16 lbs. avg.	@@15%
16-18 lbs. avg.	@@15%
18-20 lbs. avg.	@@15%
Skinned Hams—	
14-16 lbs. avg.	@@16%
16-18 lbs. avg.	@@16%
18-20 lbs. avg.	@@16%
20-22 lbs. avg.	@@15%
22-26 lbs. avg.	@@13%
24-26 lbs. avg.	@@13%
26-30 lbs. avg.	@@12%
Picnic—	
4-6 lbs. avg.	@@8%
6-8 lbs. avg.	@@8%
8-10 lbs. avg.	@@7%
10-12 lbs. avg.	@@7%
Clear Bellies—	
6-8 lbs. avg.	@@18
8-10 lbs. avg.	@@16
10-12 lbs. avg.	@@13%
12-14 lbs. avg.	@@12%
14-16 lbs. avg.	@@12%
Dry Salt Meats.	
Extra ribs	@@9%
Extra clears	@@9%
Regular plates	@@7%
Clear plates	@@7%
Jowl butts	@@8
Fat Backs—	
8-10 lbs. avg.	@@8%
10-12 lbs. avg.	@@8%
12-14 lbs. avg.	@@8%
14-16 lbs. avg.	@@9%
16-18 lbs. avg.	@@9%
18-20 lbs. avg.	@@9%
20-25 lbs. avg.	@@10
Clear Bellies—	
12-14 lbs. avg.	@@10%
14-16 lbs. avg.	@@10%
18-20 lbs. avg.	@@10%
20-25 lbs. avg.	@@10
25-30 lbs. avg.	@@10
30-35 lbs. avg.	@@10
Nominal asked.	

CUBANS SEEK CHEAPER MEAT.

A bill just introduced into the Cuban Congress provides for the free importation into Cuba of cattle and hogs, with the declared object of reducing the price of meat consumed in Cuba, according to reports received by the Foreign Tariff Division of the Department of Commerce. The present duties on hogs and rams from the United States are \$1.00 per head and from other countries \$1.25; cattle for slaughter are \$1.75 per 100 kilos from the United States and \$2.925 from other countries; sheep from all sources are already free.

FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, JUNE 23, 1923.

LARD—(Per 100 lbs.)—	Open.	High.	Low.	Close.
July	10.97 1/2	10.97 1/2	10.97 1/2	10.97 1/2
Sept.	11.22 1/2	11.22 1/2	11.22 1/2	11.22 1/2
RIBS—(Boxed 25c more than loose)—				
Oct.				11.32 1/2
July	9.12 1/2	9.12 1/2	9.12 1/2	9.12 1/2
Sept.	9.37 1/2	9.37 1/2	9.35	9.37 1/2

MONDAY, JUNE 25, 1923.

LARD—(Per 100 lbs.)—	Open.	High.	Low.	Close.
July	10.95	10.95	10.90	10.95
Sept.	11.20	11.20	11.12 1/2	11.20
OCT.	11.25	11.30	11.25	11.30
RIBS—(Boxed 25c more than loose)—				
July	9.02 1/2	9.12 1/2	9.02 1/2	9.05
Sept.	9.30	9.35	9.30	9.32 1/2

TUESDAY, JUNE 26, 1923.

LARD—(Per 100 lbs.)—	Open.	High.	Low.	Close.
July	10.92 1/2	10.95	10.85	10.87 1/2
Sept.	11.20	11.20	11.12 1/2	11.20
OCT.	11.20	11.20	11.15	11.15
RIBS—(Boxed 25c more than loose)—				
July	9.12 1/2	9.12 1/2	9.07 1/2	9.07 1/2
Sept.	9.30	9.35	9.30	9.30
OCT.	9.30	9.30	9.20	9.20

WEDNESDAY, JUNE 27, 1923.

LARD—(Per 100 lbs.)—	Open.	High.	Low.	Close.
July	10.85	10.85	10.80	10.82 1/2
Sept.	11.10	11.10	11.02 1/2	11.07 1/2
OCT.	11.20	11.20	11.15	11.15
RIBS—(Boxed 25c more than loose)—				
July				9.00
Sept.	9.25	9.25	9.17 1/2	9.20
OCT.				9.00

THURSDAY, JUNE 28, 1923.

LARD—(Per 100 lbs.)—	Open.	High.	Low.	Close.
July	10.82 1/2	10.82 1/2	10.75	10.77 1/2
Sept.	11.07 1/2	11.07 1/2	11.00	11.00
OCT.	11.17 1/2	11.17 1/2	11.12 1/2	11.12 1/2
RIBS—(Boxed 25c more than loose)—				
July	9.22 1/2	9.22 1/2	9.15	9.15
Sept.	9.22 1/2	9.22 1/2	9.15	9.15
OCT.				8.95

FRIDAY, JUNE 29, 1923.

LARD—(Per 100 lbs.)—	Open.	High.	Low.	Close.
July	10.75	10.75	10.67 1/2	10.67 1/2
Sept.	11.00	11.00	10.92 1/2	10.92 1/2
OCT.	11.05	11.07 1/2	11.05	11.05
RIBS—(Boxed 25c more than loose)—				
July	8.87 1/2	8.87 1/2	8.87 1/2	8.87 1/2
Sept.	9.07 1/2	9.12 1/2	9.07 1/2	9.10
OCT.	8.95	8.95	8.92 1/2	8.92 1/2

PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zahn.)

New York, June 27, 1923.—Wholesale prices on green and sweet pickled pork cuts: Pork loins, 19@22c; green hams, 8-10 lbs., 18 1/2c; 10-12 lbs., 17 1/2c; 12-14 lbs., 17c; green clear bellies, 6-8 lbs., 18c; 8-10 lbs., 17 1/2c; 10-12 lbs., 17c; 12-14 lbs., 16c; sweet pickled clear bellies, 6-8 lbs., 13c; 8-10 lbs., 13 1/2c; 10-12 lbs., 13c; 12-14 lbs., 13c; sweet pickled rib bellies, 10-12 lbs., 13c; 12-14 lbs., 12 1/2c; sweet pickled hams, 8-10 lbs., 17 1/2c; 10-12 lbs., 17 1/2c; 12-14 lbs., 17c; dressed hogs, 12 1/2c; city steam lard, 10 1/2c; compound, 13@13 1/2c.

Western prices, green cuts: Pork loins, 8-10 lbs., 15@16c; 10-12 lbs., 14@15c; 12-14 lbs., 13@14c; 14-16 lbs., 11@12c; skinned shoulders, 10@11c; boneless butts, 18@19c; Boston butts, 12@13c; lean trimmings, 10@11c; regular trimmings, 8@9c; spareribs, 7@8c; neck ribs, 4@5c; kidneys, 5@6c; livers, 3c; pigs' tongues, 14@15c; pigs' tails, 10@12c.

Send for Catalogue T. B.

American Process Co.
68 William St. • • • New York

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, June 28, 1923, with comparisons, were reported to The National Provisioner as follows:

Week ending	Previous week,	Cor. week,
JUN 23.	12,300	13,100
Armour & Co.	8,400	6,400
Anglo-Amer. Prov. Co.	20,600	13,700
Swift & Co.	9,000	6,000
G. H. Hammond & Co.	20,900	12,500
Morris & Co.	20,800	12,500
W.H. Lamm & Co.	9,500	3,400
Boyd-Lamham & Co.	14,400	12,700
Western Pkg. & Prov. Co.	6,000	5,300
Roberts & Gage	5,700	4,000
Miller & Hart	5,700	4,300
Independent Packing Co.	6,600	5,700
Brennan Packing Co.	3,100	2,600
Wm. Davies Co.	1,800	1,300
Agar Packing Co.	9,700	8,100
Others		8,000
Total	159,800	114,600
		120,000

CHICAGO RETAIL FRESH MEATS

(Corrected weekly by C. W. Kaiser, Secy United Master Butchers' Ass'n of Chicago.)

Beef.	No. 1.	No. 2.	No. 3.
Rib roast, heavy end	30	28	26
Rib roast, light end	35	32	22
Chuck roast	18	16	14
Steks, round	35	32	25
Steks, sirloin, first cut	50	45	30
Steks, porterhouse	70	55	32
Steks, flank	25	22	15
Beef stew, chuck	18	15	14
Corned briskets, boneless	22	20	18
Corned plates	14	12	10
Corned rumps, boneless	25	22	18
Lamb.			
Weeks	12	10	8
Legs	45	25	20
Stews	15	13	11
Chops, Shoulder	28	26	24
Chops, rib and loin	45	40	35
Mutton.			
Legs	22	20	18
Stew	15	13	11
Shoulders	20	17	15
Butts	15	13	11
Spareribs	12	10	8
Hocks	12	10	8
Leaf lard, unrendered	11	10	9
Pork.			
Loins, whole, 8@10 avg.	20	21	20
Loins, whole, 10@12 avg.	19	20	19
Loins, whole, 12 to 14.	18	19	18
Loins, whole, 14 and over.	17	18	17
Chops			
Shoulders	14	14	14
Butts	15	15	15
Spareribs	12	12	12
Hocks	12	12	12
Leaf lard, unrendered	11	11	11
Veal.			
Hindquarters	22	20	18
Forequarters	12	10	8
Legs	28	26	24
Breasts	12 1/2	11 1/2	10 1/2
Shoulders	16	14	12
Cutlets	14	12	10
Rib and loin chops	35	33	31
Butchers' Offal.			
Suet	5	5	5
Shop fat	2	2	2
Bones, per 100 lbs.	50	50	50
Calf skins	15	15	15
Kips	14	14	14
Deacons	15	15	15
CURING MATERIALS.			
Double refined saltpetre, gran, L C L...	Bbls.	Sacks.	
Crystals	7%	7%	
Double refined nitrate of soda, f. o. b.			
N. Y. & S. F., carloads.			
Less than carloads, granulated	4 1/2	4 1/2	
Crystals	5%	5%	
Kegs, 100@150 lbs., 1c more.			
Crystal to powdered, in bbls.	10%	10%	10%
Crystal to powdered, in 5-ton lots or more.	10%	10%	10%
In bbls. in less than 5-ton lots	11	10 1/2	10 1/2
Borax, carloads, powdered, in bbls.	5%	5%	5%
In ton lots, gran. or powdered, in bbls.	5%	5%	5%
Sugar—			
Raw sugar, 96 basis, 3c Cuba duty paid.			7 1/2
Second sugar, 90 basis...			7 1/2
Syrup, testing 63 to 65 combined sucrose and invert.			28
Standard, granulated, f. o.			

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ending	Cor. week,
June 30.		1922.
Prime native steers.....	16 1/2 @ 17 1/2	15 @ 16
Good native steers.....	15 @ 16	14 @ 15
Medium steers.....	13 1/2 @ 15	13 @ 14
Heifers, good.....	13 @ 16	11 1/2 @ 15
Cows.....	8 @ 12	9 @ 11
Hind quarters, choice.....	24 @ 24	21 @ 21
Fore quarters, choice.....	13 @ 13	9 @ 9

Beef Cuts.

Steer Loins, No. 1.....	25 @ 25	21 @ 21
Steer Loins, No. 2.....	23 @ 23	22 @ 22
Steer Short Loins, No. 1.....	45 @ 45	40 @ 40
Steer Short Loins, No. 2.....	42 @ 42	36 @ 36
Steer Loin Ends (hips).....	27 @ 27	24 @ 24
Steer Loin Ends, No. 2.....	26 @ 26	23 @ 23
Cow Loins.....	16 @ 27	18 @ 24
Cow Short Loins.....	25 @ 34	22 @ 31
Cow Loin Ends (hips).....	15 @ 22	12 @ 16
Steer Ribs, No. 1.....	25 @ 25	22 @ 22
Steer Ribs, No. 2.....	24 @ 24	21 @ 21
Cow Ribs, No. 1.....	22 @ 22	19 @ 19
Cow Ribs, No. 2.....	18 @ 18	17 @ 17
Cow Ribs, No. 3.....	17 @ 17	12 @ 12
Steer Rounds.....	18 @ 18	16 1/2 @ 16 1/2
Steer Rounds, No. 2.....	18 @ 18	16 @ 16
Steer Chucks, No. 1.....	10 1/2 @ 10 1/2	9 1/2 @ 9 1/2
Steer Chucks, No. 2.....	9 @ 9	8 @ 8
Cow Chucks.....	13 @ 15 1/2	7 1/2 @ 7 1/2
Cow Chucks.....	7 1/2 @ 7 1/2	6 @ 6
Steer Plates.....	9 @ 9	8 @ 8
Medium Plates.....	8 @ 8	7 1/2 @ 7 1/2
Briskets, No. 1.....	16 @ 16	16 @ 16
Briskets, No. 2.....	12 @ 12	12 @ 12
Steer Navel Ends.....	5 @ 5	5 @ 5
Cow Navel Ends.....	4 1/2 @ 5	4 @ 4 1/2
Fore Shanks.....	6 @ 6	4 @ 4
Hind Shanks.....	4 @ 4	4 @ 4
Rolls.....	18 @ 22	20 @ 20
Strip Loins, No. 1, boneless.....	70 @ 70	60 @ 60
Strip Loins, No. 2.....	60 @ 60	55 @ 55
Strip Loins, No. 3.....	40 @ 40	35 @ 35
Sirloin Butts, No. 1.....	15 @ 15	12 @ 12
Sirloin Butts, No. 2.....	13 @ 13	12 @ 12
Sirloin Butts, No. 3.....	18 @ 18	17 @ 17
Beef Tenderloins, No. 1.....	70 @ 70	75 @ 75
Beef Tenderloins, No. 2.....	60 @ 60	65 @ 65
Rump Butts.....	17 @ 17	28 @ 28
Flank Steaks.....	17 @ 17	20 @ 20
Boneless Chucks.....	9 @ 9	10 @ 10
Shoulder Clods.....	13 @ 13	15 @ 15
Hanging Tenderloins.....	8 @ 8	8 @ 8
Trimmings.....	9 @ 9	8 @ 8

Beef Product.

Brains, per lb.....	7 @ 8	5 1/2 @ 8
Hearts.....	4 @ 5	4 1/2 @ 6
Testicles.....	29 @ 30	28 @ 30
Sweetbreads.....	38 @ 40	25 @ 25
Ox Tail, per lb.....	7 @ 8	4 @ 4
Fresh Tripe, plain.....	4 @ 4	4 @ 4
Fresh Tripe, H. C.....	6 1/2 @ 6 1/2	5 @ 5
Livers.....	6 @ 8	8 @ 10
Kidneys, per lb.....	6 1/2 @ 9	10 1/2 @ 11

Veal.

Choice Carcass.....	17 @ 18	16 @ 16 1/2
Good Carcass.....	14 @ 16	11 @ 15 1/2
Good Saddles.....	20 @ 27	20 @ 25
Good Backs.....	8 @ 12	7 @ 11
Medium Backs.....	6 @ 8	6 @ 8

Veal Product.

Brains, each.....	8 @ 9	6 @ 8
Sweetbreads.....	52 @ 58	52 @ 55
Calf Livers.....	30 @ 32	30 @ 34

Lamb.

Choice Lambs.....	33 @ 33	30 @ 30
Medium Lambs.....	31 @ 31	27 @ 27
Choice Saddles.....	38 @ 38	35 @ 35
Medium Saddles.....	36 @ 36	31 @ 31
Choice Fore.....	28 @ 28	25 @ 25
Medium Fore.....	25 @ 25	22 @ 22
Lamb Fries, per lb.....	31 @ 32	26 @ 26
Lamb Tongues, each.....	13 @ 13	18 @ 18
Lamb Kidneys, per lb.....	25 @ 25	25 @ 25

Mutton.

Heavy Sheep.....	8 @ 8	12 @ 12
Light Sheep.....	15 @ 15	16 @ 16
Heavy Lambs.....	12 @ 12	16 @ 16
Light Lambs.....	18 @ 18	20 @ 20
Heavy Fore.....	6 @ 6	8 @ 8
Light Fore.....	12 @ 12	12 @ 12
Mutton Legs.....	22 @ 22	20 @ 20
Mutton Loins.....	18 @ 18	25 @ 25
Mutton Stew.....	5 @ 5	7 @ 7
Sheep Tongues, each.....	13 @ 13	8 @ 8
Sheep Heads, each.....	10 @ 10	10 @ 10

Fresh Pork, Etc.

Dressed Hogs.....	14 @ 14	15 @ 15
Pork Loins, 8@10 lbs. avg.....	15 @ 15	19 @ 19
Leaf Lard.....	11 @ 11	11 1/2 @ 11 1/2
Tenderloin.....	44 @ 44	45 @ 45
Spare Ribs.....	6 @ 6	7 1/2 @ 7 1/2
Hocks.....	19 1/2 @ 19 1/2	13 @ 13
Trimmings.....	5 1/2 @ 5 1/2	7 @ 7
Extra Lean Trimmings.....	9 1/2 @ 9 1/2	14 @ 14
Tails.....	6 1/2 @ 6 1/2	8 @ 8
Sausages.....	5 @ 5	5 @ 5
Pigs' Feet.....	4 1/2 @ 4 1/2	4 1/2 @ 4 1/2
Pigs' Heads.....	6 @ 6	7 @ 7
Blade Bones.....	6 @ 6	9 @ 9
Blade Meat.....	11 1/2 @ 11 1/2	7 1/2 @ 7 1/2
Cheek Meat.....	7 1/2 @ 7 1/2	4 1/2 @ 4 1/2
Hog Livers, per lb.....	2 1/2 @ 2 1/2	3 1/2 @ 3 1/2
Neck Bones.....	3 @ 3	3 @ 3
Skinned Shoulders.....	9 @ 9	13 1/2 @ 13 1/2
Pork Hearts.....	4 @ 4	4 1/2 @ 4 1/2
Pork Kidneys, per lb.....	4 1/2 @ 4 1/2	5 @ 5
Pork Tongues.....	19 @ 19	18 @ 18
Slip Bones.....	9 @ 9	9 @ 9
Tail Bones.....	9 @ 9	9 @ 9
Brains.....	7 @ 7	8 @ 8
Hack Fat.....	11 1/2 @ 11 1/2	12 1/2 @ 12 1/2
Hams.....	18 @ 18	23 @ 23
Cails.....	6 1/2 @ 6 1/2	15 @ 15
Bellies.....	18 @ 18	24 @ 24

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. cartons.....	22 @ 22
Country style sausage, fresh, in link.....	15 @ 15
Country style sausage, fresh, in bulk.....	14 @ 14
Country style sausage, smoked.....	17 @ 17
Mixed sausage, fresh.....	18 @ 18
Frankfurts in pork casings.....	14 @ 14
Frankfurts in sheep casings.....	16 @ 16
Bologna in fresh bungs, choice.....	14 1/2 @ 14 1/2
Bologna in beef middles, choice.....	14 @ 14
Bologna in cloth, parafined, choice.....	14 @ 14
Liver sausage in hog bungs.....	15 @ 15
Liver sausage in beef rounds.....	10 @ 10
Head cheese.....	11 @ 11
New England uncooked specialty.....	22 @ 22
Liberty luncheon specialty.....	17 @ 17
Minced luncheon specialty.....	14 @ 14
Tongue Sausage.....	20 @ 20
Blood sausage.....	15 @ 15
Polish sausage.....	14 1/2 @ 14 1/2
Souse.....	14 @ 14

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	47 @ 47
Cervelat, new condition, in hog bungs.....	46 @ 46
Cervelat, new condition, in beef middles.....	16 @ 16
Thuringer Cervelat.....	12 @ 12
Farmer.....	24 @ 24
Holsteiner.....	22 @ 22
B. C. Salami, choice.....	42 @ 42
Milano Salami, choice, in hog bungs.....	41 @ 41
E. C. Salami, new condition.....	20 @ 20
Frizes, choice, in hog middles.....	37 @ 37
Genoa style Salami.....	51 @ 51
Peperoni.....	31 @ 31
Mortadella, new condition.....	20 @ 20
Capocola.....	46 @ 46
Italian style hams.....	37 @ 37
Virginia style hams.....	37 @ 37

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	5.75
Large tins, 2 to crate.....	6.50
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	7.00
Large tins, 1 to crate.....	8.00
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	6.50
Large tins, 1 to crate.....	7.50
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....	6.00
Large tins, 1 to crate.....	7.00

SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

Beef rounds, domestic, 180 sets per tierce, per set.....	17
Beef rounds, export, 225 sets per tce, per set.....	21
Beef rounds, export, 225 sets per tce, per set.....	19
Beef middles, 110 sets, per tierce, per set.....	65
Beef bungs, No. 1, 400 pieces, per tce, per pc.....	32
Beef bungs, No. 2, 400 pieces, per tce, per pc.....	18 @ 22
Beef weasands, No. 1, per piece.....	16
Beef weasands, No. 2, per piece.....	18
Beef bladders, small, per doz.....	1.75
Beef bladders, medium, per doz.....	1.20
Beef bladders, large, per doz.....	1.00 @ 1.25
Hog casings, medium, f. o. s., per lb.....	.90
Hog casings, extra narrow, selected, per lb.....	1.85
Hog middles, with cap, per set.....	.15
Hog middles, without cap, per set.....	.14
Hog bungs, export.....	.21
Hog bungs, medium.....	.13
Hog bungs, narrow, no demand.....	.07 1/2
Hog stomachs, per piece.....	.04 1/2

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	14.00
Honeycomb tripe, 200-lb. bbl.....	16.00
Pocket honeycomb tripe, 200-lb. bbl.....	18.00
Pork feet, 200-lb. bbl.....	15.50
Pork tongues, 200-lb. bbl.....	7.00
Lamb tongues, long cut, 200-lb. bbl.....	45.00
Lamb tongues, short cut, 200-lb. bbl.....	51.00

CANNED MEATS.

No. 3. No. 1. No. 2. No. 6.	
Corned beef.....	\$ 2.35
Roast beef.....	2.35
Roast mutton.....	4.50
Sliced dried beef.....	4.50
Ox tongue, whole.....	17.50
Lunch tongue.....	2.85
Corned beef hash.....	1.50
Roast mutton steaks with onions.....	2.25
Veal style sausage.....	1.15
Viel last, medium size.....	2.00
Chili con carne with, or without beans.....	1.25
Potted meats.....	.80

BEEF AND PORK AND BEEF.

Mess pork, regular.....	22.00

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Retail Section

NEW YORK MASTER BUTCHERS IN MEETING

State Convention Draws Dealers to New York City

The annual convention of the New York State Association, United Master Butchers of America, was held at the Hotel Commodore, New York City, on June 25, 26 and 27. There was a representative attendance, and the discussion of important trade matters kept the delegates in their seats at all sessions.

President Charles Glatz of Rochester surrendered the gavel after several years' hard service, and was rewarded by being put right back in harness as corresponding secretary. The popular Moe Loeb of Manhattan was made state president and a strong set of officers chosen to provide for an active year's work in organization and cooperation with other elements in the meat industry.

The New Yorkers took good care of the visitors, as usual, and there was no lack of entertainment. Being held during "Meat for Health Week," it was a good chance to see what was being done around the metropolis in that line. The evidence was plenty that the trade was hustling for meat.

With the thermometer showing indications of having gone crazy with the heat, but with a nice cool breeze in the West ballroom of the Commodore Hotel, the convention opened on Monday morning.

While the delegates were arriving Mooney Le Maire's Ragadors played popular airs. The chairman, Charles Grismer of Brooklyn, called the meeting to order and all arose, singing the national anthem.

The chairman then introduced Captain George H. Marshall of the Salvation Army, who gave the invocation, after which Captain Marshall made a short address, pointing out the great advantages to be gained in organization work by the unity of thought and unity of purpose, telling the delegates that when this plan was followed, success was bound to be achieved. In concluding Captain Marshall thanked not only the six branches in Greater New York, but also the master butchers of the entire state, for the wonderful assistance given to the Salvation Army in their recent drive, that they might continue their good work.

The next speaker was Commissioner Bent, representing Mayor Hylan. The Commissioner welcomed the delegates on behalf of the Mayor and spoke of the Jubilee of Greater New York just closed; he also spoke on municipal and government ownership.

The popular national secretary, John A. Kotal, of Chicago, was then introduced. Mr. Kotal spoke of his pleasure at being present and explained how he was fooled, believing he was getting away from the heat of Chicago, only to walk into something worse in New York. Mr. Kotal told the delegates there were many subjects he would take up in detail when they went into closed session, and which would be of great interest and importance to the retailers.

Dudley Speaks for Packers.

Pendleton Dudley, who is Eastern Director of the Institute of American Meat

Packers, and Secretary of the Meat Council of New York, spoke at length upon the situation as he saw it. He said that as far as he could tell, the business outlook for the retail meat dealer appeared to be rather mixed.

The chief unfavorable factor was the high cost of doing business, especially labor costs. Some unsteadiness in prices also made it difficult for retailers to plan very far ahead, and he noted that competition was closer in all retail circles at present than some months ago.

There were, however, a number of favorable features in the outlook which more than counterbalanced the others, such as the general employment of labor, which

to step in, as his father had started as a butcher in 1853. Mr. Rohe continued in his own witty way with several humorous stories. He was given hearty applause and a rising vote of thanks.

After this Chairman Grismer turned over the gavel to President Charles Glatz of Rochester, who in a few choice words greeted the delegates and told them that when they went into closed session he would read his report to them. The meeting then adjourned until 2:30 p. m.

At first of the closed sessions the honor of being the first speaker was given to the national secretary, John A. Kotal, of Chicago, who brought some important messages from the West and who was warmly received. Among other subjects Mr. Kotal talked on the favorite topic of licensing butchers. On this he said:

Kotal on Licensing Butchers.

A perplexing question for many retailers is this: Would a license be beneficial to the consumer and to the retailer? If the purpose is to license merely in order to enable the municipalities to derive fees, then the license will become a source of political power which leads to abuse. It will simply add to the burden of taxation on business.

Certain advantages may be claimed for a federal license system in the way of bringing about more economical distribution. The system would eliminate many trade abuses such as fraudulent advertising, misrepresentation by unscrupulous dealers, etc.

Why is a federal license proposed and what is it expected to accomplish? It is hoped to accomplish: First, uniformity in the trade practices in all states. Second, Experts could be employed to direct the work of adding to the efficiency of the trade; Third, the necessary funds for all such work could be easily raised by a small license fee under such a system and would be acceptable to all the retailers in the country.

There are certain qualifications that a retailer would have to meet in obtaining such a license. Each retailer would have to pass an examination showing that he was capable of conducting such a business on economical and sanitary lines, that he had technical equipment. He would also be required to have good character. By such an examination there would be assured a body of competent men in the meat business.

There would also be assured a reduction in the number of stores, fewer failures with resulting waste, and larger volume for those actually operating. There would result a really efficient retail distribution system.

It seems to me that a federal license system is much better than many state systems, for we need uniformity and less confusion than we have at present. There are today on many subjects altogether too many state laws. They often conflict. In the meat business already, for example, what is sausage in one state is not sausage in another, and so on.

Better business bureaus in many states are doing a great deal for the betterment of business. But in this case one federal license would save much trouble and waste and bring order out of chaos.

President Glatz's Address.

President Glatz followed with his annual report. He recounted the work of the year and the first plan to hold the convention at Schenectady, which later was changed to New York City. He gave Herman Kirschbaum of New York credit for



MOE LOEB,
President-elect, New York State Master
Butchers' Association.

meant ample purchasing power on the part of the consuming community. There was also an abundance of cheap pork products in wholesalers' hands, and a better disposition on the part of packers, producers and retailers to seek out ways of cooperation.

Strong applause greeted Mr. Dudley when he told retailers that their continued efforts to bring about changes in the wrapping and weighing of Western pork loins had apparently at last met with success, as he had just received advices from Chicago to the effect that packers generally would endeavor through the Institute to put into practice the methods advocated by the retailers.

"With this great result achieved," said Mr. Dudley, "I believe the retailers of New York will be glad to get behind the activities of the Meat Council with renewed enthusiasm. I look to see the activities of these bodies become increasingly helpful to the meat trade as a whole."

Prince Albert Drops In.

A surprise at this time was the visit of Albert T. Rohe, of Rohe & Brother, and when the chairman learned of his presence he was asked to address the delegates. Mr. Rohe stated that as he was passing, and knowing the master butchers were in session, he felt it would not be amiss for him

his labors as acting state secretary during the illness of Secretary Wm. H. Hornidge.

He also related the "get-together" meeting in New York at which he was present, and which marked the beginning of a renewed period of cooperation among the trade. The same thing was done at Buffalo, where Messrs. Glatz and Ruby gave the Buffalo association assistance and were ably assisted by J. C. Dold. Legislative and other activities also were reviewed.

He urged members to make meetings of their local associations interesting and beneficial. Much had been done in an educational way, and more could be done. Getting better acquainted would also promote co-operation between members and between local associations.

He believed that the present time, when livestock raisers, packers and retailers were all cooperating through the meat councils and in other ways, was the time to get the best results. Helping along good causes like "Meat for Health Week" meant the sacrifice of some time and money, and retailers must expect to do their share. He believed the state association should raise funds for such purposes.

He concluded by urging friendliness, kindly regard for the brother retailer, and cooperation with all meat interests in advancing the welfare of the industry.

Reports and Other Business.

Most of the afternoon was given over to the usual order of business, reading of minutes of the convention at Buffalo; treasurer's report by Chas. Schuck, whose books had been audited by the finance committee and found correct; secretary's report by Herman Kirschbaum, secretary pro tem.

Reports of locals were accepted as read. These were made for Brooklyn by O. Edward Jahrsdorfer, Bronx, Fred Hirsch, Rudolph Schumacher, and Frank Ruggerio; Ridgewood, Charles Raedle; Rochester, Wm. Stickler; South Brooklyn, David Van Gelder and Henry Himsted; Washington Heights, Joseph Eschelbach; Ye Olde New York, George Kramer.

Roth Attacks Anti-wheat Agitators.

Tuesday afternoon's session proved most interesting. Aaron Roth, corresponding secretary of the Hudson County, N. J., Branch, and a national officer, was an interesting talker. Mr. Roth explained that his mission was to ask the butchers in convention assembled to fight those individuals and associations advocating a vegetarian diet. He himself had been doing much work in the matter of physical culture societies throughout New Jersey, and the sale of their books had been stopped. Mr. Roth suggested that the butchers in all sections follow this procedure. In concluding, this ardent worker wished the convention all success in its deliberations.

Kotal Talks on Meat Topics.

John Kotal was again called upon and spoke about the work being done for "Meat for Health Week." During the course of his talk Mr. Kotal stated that for each meat market in New York there was 668 population; in Chicago, 555; in San Francisco, 1800; and 2,160 in Los Angeles. The larger number of per capita to each market in the West was probably due to the warmer climate in that section, and to the fact that the markets are larger, there being no small markets there.

Mr. Kotal went on to state that the cost of doing any retail business, is increasing all the time.

He also spoke on the subject of licensing, its advantages and disadvantages, stating that where politics are clean licensing is an advantage, and where they are not it is a disadvantage.

In speaking of the national convention to be held in Pittsburgh in August, Mr.

Kotal told the delegates that the outlay for such a trip could be charged on the income tax report as an expense.

George Shaffer Makes a Speech.

The highest surprise of the day was the visit of George Shaffer, Sr., who was called upon to make a few remarks. Mr. Shaffer spoke with emotion, talking about the first meetings which took place on Third Avenue many years ago, and of those who were active at that time, especially mentioning William H. Hornidge. He recommended that the men keep up the good work of the association and that they be honorable in all they do. Every honor was accorded Mr. Shaffer.

There was a debate on finance and resolutions were taken up, discussed and voted upon. A short recess was taken for dinner, after which the session was resumed and the debate on resolutions and election



CHARLES GRISMER,

Chairman Arrangements Committee.
of officers concluded the order of business.

Resolutions Adopted.

Resolutions passed by the convention were as follows:

1—That the Department of Agriculture be requested to print prices of poultry in their daily reports.

2—That a charter be given to the Ladies' Auxiliary.

3—That a copy of the State charter be secured; a committee of two to be appointed for such purpose, and upon receipt of same it be turned over to the State president for custody.

4—That the president be empowered to appoint a committee of two as organizers.

Officers for the Year.
The officers elected for the ensuing year are:

President, Moe Loeb, Ye Olde New York Branch; first vice-president, H. Kirschbaum, Ye Olde New York Branch; second vice-president, David Van Gelder, South Brooklyn Branch; third vice-president, Albert Rosen, Brooklyn Branch; fourth vice-president, Charles Raedle, Ridgewood Branch; fifth vice-president, Joseph Eschelbach, Washington Heights Branch; sixth vice-president, Philip Gerard, Bronx Branch; corresponding secretary, Charles Glatz, Rochester; financial secretary, Louis Bender, So. Brooklyn Branch; treasurer, Charles Schuck, Washington Heights; trustees, Louis Goldschmidt, Ye Olde New

York; F. M. Munsey, Syracuse; Nathan Strauss, Brooklyn; Sam Heyman, So. Brooklyn; Wm. Stickler, Rochester; Fred Hirsch, Bronx; wardens: Gus Lowenthal, Washington Heights; J. Hildemann, Brooklyn; Wm. H. Hornidge, secretary emeritus.

Delegates to Convention.

Delegates and alternates elected to the national convention in Pittsburgh in August are as follows:

Chas. Schuck, Fred Hirsch, Phil Gerard, David Van Gelder, Joseph Eschelbacher, R. Schumacher, L. Goldschmidt, H. Kirschbaum, Moe Loeb, F. Munsey, Chas. Raedle, Jr., Albert Rosen, Wm. Stickler, M. C. Ruby and O. E. Jahrsdorfer. Alternates—Chas. Grismer, Chas. Keller, E. Ritzman, David Wolf, Benj. Metzger, E. Schmelzer, Oswald Vetter and H. Schuda.

The executive board of the State Association will decide the place where the next State convention will be held.

CONVENTION ENTERTAINMENT.

New York planned for a big time as soon as they learned the state convention would be held in New York City, and no effort or expense was spared to show the visiting delegates the great city, with all its advantages for entertaining and amusements.

Monday night, known as "Bronx night," was a good leader. Any master butcher can tell you how they do it up in that section. Work is Fred Hirsch's first, last and middle name, and his committees follow suit. So when the delegates and guests arrived at Ebling's Casino on Monday expectations were more than realized. The dinner could not be better, and as many were overheard to remark, even the finest hotels could not furnish better. From the first course to the last every morsel seemed to be enjoyed. During the dinner jazz music was dispensed and lively snappy acts were heard.

After the dinner Chas. Grismer, the toastmaster, called upon the following speakers: O. Edward Jahrsdorfer, Judge Hadding, Judge Fitzgerald and Emanuel Celler. Dancing was enjoyed before and after the dinner.

On Wednesday the delegates and friends left the Commodore in 'buses, going to the new warehouse of the Brooklyn Retail Butchers' Corporation for an inspection of that building, after which a ride

(Continued on page 52.)

For Sausage Makers

BELL'S

Patent Parchment Lined

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**THE WM. G. BELL CO.
BOSTON**

MASS.

New York Section

Vice President L. H. Armour, and General Superintendent J. E. O'Hern, Armour and Company, Chicago, were in New York this week.

All fats prices at New York beginning June 25, 1923, declined one-half cent, resulting in the following quotations: Shop fat, 2c; all breast fat, 3½c; cond. suet, 4c; edible suet, 5c.

D. R. C. Smith, beef department, Omaha; R. H. Gifford, sausage department, and R. F. Brining, produce department, Swift & Company, Chicago, were visitors to the city this week.

W. F. Rutzen, assistant to Mr. Johnson, accounting department of Swift & Company's central office, sailed Wednesday on the *Sixola* for Panama, where he will spend two or three months.

On Sunday, June 24, the employees of the H. C. Derby Company, 800 First Avenue, New York City, held their ninth annual outing and games at Whitestone, L. I. All had a royal good time.

Mr. L. Ahrenfeld, a member of Ye Olde New York Branch, United Master Butchers of America, and Mr. Ahrenfeld are receiving the congratulations of their friends upon the arrival of a son, Louis Herman.

Prices realized on Swift & Company's sales of carcass beef in New York City for the week ending June 23, 1923, on shipments sold out, ranged from 10.00 cents to 18.50 cents per pound, and averaged 16.93 cents per pound.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending June 23, 1923: Meat—Manhattan, 4,252 lbs.; Brooklyn, 144 lbs.; Bronx, 1,477 lbs.; Queens, 4 lbs.; total, 5,877 lbs. Fish—Manhattan, 2,500 lbs.; Brooklyn, 43 lbs.; Bronx, 153 lbs.; Queens, 10 lbs.; total, 2,706 lbs. Poultry and Game—Manhattan, 200 lbs.; Brooklyn, 4 lbs.; Bronx, 160 lbs.; Queens, 7 lbs.; total, 371 lbs.

Wilmot F. Pratt, the twelve-year-old son of F. W. Pratt, of the Wilson district office, New York, after two years' vocal training at Grace Church, Broadway, is continuing his studies at Carnegie Hall under the tutelage of Dr. J. M. Helfenstein, for the last thirty years a specialist in boys' voice training. Wilmot, who has a very high soprano voice, has been appointed soloist at the Church of the Transfiguration, 1 East 29th Street ("The Little Church Around the Corner"), where during the coming fall and winter it is planned to make a specialty of the musical services.

A telegram from Mrs. Moe Loeb shows that she has safely reached and departed from Chicago on her trip to the Coast. During her absence Al Loeb is assisting his father. The other day, however, Al complained about the great amount of wear and tear on shoe leather, and suggested a car. After deliberation Loeb Sr. thought son had the right idea, and a few mornings afterward told him to go and get the car. "What kind of a car?" said son, and father said "Take nothing but a Rolls Royce." Son came back and said: "They have nothing but a second-hand Ford!" The Ford is doing good work.

C. C. Bradley, secretary and business agent of the Pittsburgh Association, United Master Butchers of America, Pittsburgh, Pa., with Mr. Burgure were visitors to New York recently and were the guests of A. F. Grimm. Mr. Bradley is making great preparation for the national convention of the United Master Butchers, which is to be held in Pittsburgh in August.

NEW YORK BUTCHERS' CONVENTION.

(Continued from page 51.)

through Prospect Park and other places of interest was taken, and the guests finally arrived at the Shelbourne Hotel, Coney Island, where a splendid menu awaited them, and a very fine bill from the Ziegfeld Follies was enjoyed.

LADIES' AUXILIARY ENTERTAINS.

The Ladies' Auxiliary, United Master Butchers of America, composed of ladies whose relatives are master butchers in one of the six branches in Greater New York, had their first opportunity to give public demonstration of their energy and their idea of entertaining.

On Tuesday the members and their guests met in the East ballroom of the Commodore Hotel and sat at little round tables for one of the Commodore's fine luncheons. During the course jazz songs and music were enjoyed, and after the luncheon dancing was the order of business. The music and laughter floated to the ears of some of those butchers who would sooner dance than eat, and they stole away from the meeting, being held across the hall for just one dance. Each lady was presented with a very beautiful fan.

Mrs. Geo. Kramer received a handsome corsage bouquet as a token of esteem for her untiring efforts for the welfare of the Auxiliary. After the luncheon and dancing another portion of ice cream was enjoyed through the courtesy of one of the master butchers. In the evening a wonderful bill at the Palace theatre was seen.

Great credit for the success of the entertainment is given to Mrs. George Kramer and Mrs. Chas. Hembdt, with their able committee, Mrs. Frank Burck, Mrs. P. Gerard, Mrs. Fred Hirsch, Mrs. David Van Gelder, Mrs. A. Werner, Jr., and Mrs. B. Nathanson.

BUTCHERS' CONVENTION NOTES.

Did you know Gus Lowenthal is a twin?

Pop Schmelzer was very much missed.

Who's lonesome now—the man with the hat in the ring?

At home or abroad, Mr. and Mrs. Phil Gerard don't miss a single bet.

What would a convention be without R. Schumacher's sunny smile and dimples?

George Kramer's hobby is to take butcher shops that are failures and make a success of them.

Mr. and Mrs. Chris Schuck, the newlyweds, were kept busy on Bronx night receiving congratulations.

At the last minute M. C. Ruby, one of the delegates from Rochester, was detained at home by illness.

Nathan Strauss certainly made a hit with the Ladies' Auxiliary. Twenty dollar bills are nothing in his young life.

George Shaffer, Sr., ex-national president, came in from Belpoint, L. I., to spend a few hours with the boys on Tuesday.

Mrs. George Kramer was bubbling over—the Ladies' Auxiliary, her dream for the last five years, had materialized—charter and everything!

Jacob Johnson of Rochester, was unable to make the state convention, even with crutches, but he has expectations for Pittsburgh.

Miss E. Richter, sister of Mr. and Mrs. Fred Muller of the Bronx, was married to Mr. B. H. Meyers recently. Mrs. Meyer was very much admired last year at the state convention in Buffalo.

Mrs. A. F. Grimm, a guest at the luncheon in the Commodore, could not stop talking about the wonderful women belonging to the Ladies' Auxiliary, and the amount of enjoyment they got out of life.

Some surprise Mr. Papp of the Bronx Branch had Wednesday evening, when at the supper following his becoming a master Mason, he was crowned with a beautiful wreath of flowers, bearing the Masonic emblem, which his adoring wife had sent him with a Masonic ring.

During the convention the men were not the only active workers. Mrs. George Kramer, president of the Ladies' Auxiliary, secured forty-one new members. Mrs. Kramer's motto is cash with order, and this plucky little hustler collected a year's dues in advance.

John A. Kotal, National secretary, despite the torrid weather, seemed to enjoy every minute of his stay in New York. Mr. Kotal stopped in Pittsburgh on his return home, to see how the arrangements for the national convention in August were progressing. John is the Beau Brummel of the butcher trade.

Nothing but an earthquake could eradicate that smile of supreme happiness from the face of Albert Rosen. The cause was a little grandson at the home of Mr. and Mrs. Joseph Cohn. Mrs. Cohn was Lillian Rosen, who was named for the late Lillian Russell. Mr. Rosen was a great admirer of the voice and beauty of the actress. Mr. Cohn is one of the famous Cohn family.

Some of the people we noticed at the opening session were Messrs. Belmont Bloch, Frank Burck, Chas. Glatz, Louis Goldschmidt, Louis Goldstein, A. F. Grimm, Chas. Grismer, Hanauer C. Hembdt, O. E. Jahrsdorfer, Geo. Kramer, Gus Lowenthal, Herman Kirschbaum, Heilman, Wm. Helling, Joseph Eschelbacher, Hugo Reilly, Moe Loeb, Jos. Lehner, F. A. Munsey, I. Werdenstag, David Wolf, Nathan Strauss, R. Schumacher, Chris Schuck, Frank Ruggiero, Sylvan Metzger, Albert Rosen, Rietzman, Fred Hirsch, Chas. Raedle, Harry A. Herzog, Theo. Meyer and Albert Haas. And the Ladies' Auxiliary—was it represented? We'll say it was!

CLEVELAND ELECTS DELEGATES.

Cleveland delegates and alternates to the national convention of the United Master Butchers at Pittsburgh, Pa., were elected at the recent meeting of the Cleveland Retail Meat Dealers' Association. The delegates were: Charles M. Kroh and Charles Haag, and the alternates were Robert Wagner and Wm. Moellering.

KAISER CONTESTS HECHT'S TITLE.

Fred Hecht, the amateur marathon runner of Cleveland, O., and secretary of the Cleveland Retail Meat Dealers' Association, recently sent out a challenge to run against any master butcher in the United States for the 10, 15, or 20 mile marathon championship of the U. M. B. A. Whether he expected any one to accept the challenge no one knows, but the other day Charles W. Kaiser, secretary of the United Master Butchers of Chicago, sent along an acceptance. The event is to take place at the convention of the United Master Butchers of America at Pittsburgh in August and it promises to be an exciting one.

LOCAL AND PERSONAL.

H. Hofner will open a new meat market at Burlington, Wis.

E. C. Kurtz will open a meat market at Honey Creek, Wis.

Philip Wanerus has opened a meat market at Wayland, Ia.

H. A. Wessenbeiger will open a meat market at Newton, Ia.

The Burrows market at Grayling, Mich., was recently destroyed by fire.

Arthur Broberg will engage in the meat business at Newman Grove, Neb.

Hill Bros. will open a meat market on Lincoln Ave., Clay Center, Kan.

Joe Kucera has sold his interest in the Star meat market to Joe Hayek.

R. J. Wells has purchased the O'Rourke meat market at Frankfort, Kan.

W. O. Robinson has purchased the Blair meat market at Montgomery, Mich.

The Tryon Grocery will add a meat department to their store at Sac City, Ia.

W. O. Carter will conduct a meat market at 1816 Lambert St., Indianapolis, Ind.

Henry Johnnessee is the proprietor of the new City Meat Market at Bluffs, Ill.

William Heil will shortly open a meat market on Noble St., Martins Ferry, Ohio.

Andrew Schmid has purchased the meat business of O. H. Bekken at Pingree, N. C.

Harry Schoenberg will open a meat market at 379 East 138th St., New York, N. Y.

F. W. Zeis will conduct a meat market at 864 Fourth Ave., New Kensington, Pa.

Harry Bowman has purchased the meat business of Abbott Bros. at Greensburg, Ind.

C. O. Brown have purchased the Orland meat market from Utz and Loftus, Orland, Cal.

Freeman Bros. have purchased the Bullock & Tulos meat business at Dermott, Ark.

Orlin Nelson has purchased the meat business of Theo. Peterson at Augusta, Wis.

A. I. Broberg will conduct the City Meat Market in the Erickson Bldg., Columbus, Neb.

NO. 10 REGULAR
Finished in Gold, Gray or White

BARNES
"The Scale of
QUALITY"

**Accurate Attractive
Sanitary**

It is Fully Guaranteed

Sold only through

RELIABLE DEALERS

Manufactured by
Barnes Scale Co. Detroit, Mich.

Adolph Phillipson has purchased the Clyde Yingling meat market at Holbrook, Neb.

Nels Karlson has purchased the meat market of Charles Edwards, Havelock, Neb.

John Campbell will open a meat market in the Bennett grocery at Minneapolis, Kan.

Davis Corbin and Charles Smith have purchased the meat market in Greeley, Kan.

Leach & Son have opened a meat market and grocery store at Arkansas City, Kan.

Adam Karg will establish a meat market in the old Herald Bldg., at Alexandria, S. D.

D. Allen has purchased the Central Meat Market at Gridley, Kan., from Clayton Maten.

A. J. Buts has sold the Peoples Meat Market at White City, Kan., to Furman Carson.

The Frisco meat market is building a new market on West Daugherty St., Webb City, Mo.

Louis Vogel will erect a new building at Antigo, Wis., for his new meat market and grocery.

Hobson Brothers and D. R. Jennings will open the new Mission market at Ventura, Cal.

R. Culbertson has sold the Powhatan Meat Market at Hiawatha, Kas., to L. P. Alexander.

Adolph Phillipson has purchased the meat market of Clyde Yingling at Holbrook, Neb.

Napoleon Latourelle will open a new meat market at 16 North Fifth St., Minneapolis, Minn.

E. C. Risecrans and Lee Dickson have purchased the Smith Meat Market at Rupert, Idaho.

M. C. Newman will open a new market in the Empson Bldg., North Main St., Helena, Mont.

A. S. Wilson has opened a new meat market at Sandy Blvd. and E. 42d St., Portland, Ore.

H. C. Yates will conduct the meat market at Manchester, Ohio, formerly run by Jasper Ruggles.

C. A. Grumley has purchased the meat and grocery business of Ralph Caven at Neodesha, Kan.

The Little Brothers Packing Co. has leased the Kehl block at Fond Du Lac, Wis., and will conduct a meat and grocery business.

O. B. Roark is contemplating adding many improvements to his meat market at Berryville, Ark.

The Rewey Mercantile Co. have purchased the meat market at Rewey, Wis., from John Kamm.

Philip Bittle has sold his meat and grocery business on North Main St., Hays, Kan., to John Klema.

Deaton & Price will open a new market and grocery at Louisiana and Chestnut Sts., McKinney, Texas.

Nick Bayer, Jr., and Thos. Neubert have purchased the City Meat Market at Pine City, Minn., from Peter Engel.

Morris Lunche and Ben Hurwitz have purchased the Exchange meat market at 313 West 9th St., Des Moines, Ia.

U. G. Bowers and S. I. Weber has purchased the meat business of W. M. Uber and Son on S. Fifth St., Indiana, Pa.

Louis Thiel will open a meat market in the Gerald Bldg., corner of West Court St. and South Second, Paragould, Ark.

C. S. Schneider, proprietor of the Minnesota Meat Co. will open a new store at 260 Marquette Ave., Minneapolis, Minn.

Edward L. Rider has purchased the grocery and meat store of Philip S. Helig, corner Jonathan and Church Sts., Hagerstown, Md.

The National Meat Market has been capitalized at Oklahoma City with a capital stock of \$15,000. Incorporators: John H. Bolinger, John C. Shanklin and Neal C. Orr.

BUTCHERS' SUPPLY CONVENTION.

(Continued from page 23.)

Nothing was overlooked in the way of menu, vaudeville and souvenirs and favors galore. There were balloons, noises, caps and—whisper!—the men were presented with pocket bottles. But when these were pressed to the lips only noises flowed forth. A popular souvenir was the knife, presented by the John Chatillon Company, placed at the plate of each guest.

The ladies came in for their share of entertaining, for they not only participated in Tuesday evening's pleasures and the banquet Wednesday evening, but a nice sum of money was placed in Mrs. D. A. Schnebel's hands with instructions not to return any, but to see that the ladies were entertained. The rolling chairs were kept busy Wednesday afternoon and Thursday morning, and each lady received a wonderful box of candy with that real "down in Dixie" flavor.

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, ordinary to prime.....	7.50@18.30
Cows, common to choice.....	1.75@ 5.50
Bulls, common to choice.....	4.00@ 6.40

LIVE CALVES.

Calves, veal, prime, per 100 lbs.....	12.00@12.25
Calves, veals, common to medium.....	8.50@10.75
Calves, veals, culs, per 100 lbs.....	7.00@ 8.00

LIVE SHEEP AND LAMBS.

Spring lambs, clipped, prime, 100 lbs.....	16.75@17.00
Sheep, ewes, prime, 100 lbs.....	5.25@ 5.50
Sheep, ewes, common to good, 100 lbs.....	3.00@ 5.00

LIVE HOGS.

Hogs, heavy	@8
Hogs, medium	@8.15
Hogs, 140 lbs.....	8.00@8.15
Pigs, under 70 lbs.....	7.75@7.90
Roughs	6 @6%

DRESSED BEEF.

CITY DRESSED.

Choice, navy, heavy.....	18 @19
Choice, native, light.....	18 1/2@19 1/2
Native, common to fair.....	17 @18

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.....	18 @18 1/2
Native choice yearlings, 400@600 lbs.....	@
Western steers, 600@800 lbs.....	15 @16
Texas steers, 400@600 lbs.....	10 @13
Good to choice heifers.....	17 @17 1/2
Choice cows	14 1/2@15
Common to fair cows.....	10 @12
Fresh bologna bulls.....	9 @ 9 1/2

BEEF CUTS.

	Western.	City.
No. 1 ribs.....	@22	23 @24
No. 2 ribs.....	@18	20 @22
No. 3 ribs.....	@14	18 @19
No. 1 loins.....	29 @30	34 @36
No. 2 loins.....	26 @27	30 @32
No. 3 loins.....	21 @22	28 @30
No. 1 hinds and ribs.....	25 @26	25 @27
No. 2 hinds and ribs.....	23 @24	23 1/2@24 1/2
No. 3 hinds and ribs.....	19 @20	21 @23
No. 1 rounds.....	15 @16	18 @19
No. 2 rounds.....	14 @15	@17
No. 3 rounds.....	13 @14	@16
No. 1 chuck.....	12 @12 1/2	11 @12
No. 2 chuck.....	9 @10	@10
No. 3 chuck.....	7 @ 8	8 @ 9
Bolognas	@ 6	9 @10
Rolls, reg., 6@8 lbs. avg.....	22 @23	
Rolls, reg., 4@6 lbs. avg.....	17 @18	
Tenderloins, 4@5 lbs. avg.....	60 @70	
Tenderloins, 5@6 lbs. avg.....	80 @90	
Shoulder cloths	10 @11	

DRESSED CALVES.

Prime	20 @21
Choice	19 @20
Good	17 @18
Medium	15 @16
Common	12 @14

DRESSED HOGS.

Hogs, heavy	@12 1/2
Hogs, 180 lbs.....	@12
Hogs, 160 lbs.....	@12 1/2
Hogs, 140 lbs.....	@12 1/2
Pigs, 80 lbs.....	@12 1/2

DRESSED SHEEP AND LAMBS.

Lambs, choice winters	35 @36
Lambs, genuine spring	20 @30
Lambs, poor grades.....	20 @28
Sheep, choice	18 @20
Sheep, medium to good.....	15 @17
Sheep, culs	10 @14

SMOKED MEATS.

Hams, 8@10 lbs. avg.....	22 @23
Hams, 10@12 lbs. avg.....	21 @22
Hams, 12@14 lbs. avg.....	21 @22
Picnics, 4@6 lbs. avg.....	12 @14
Picnics, 6@8 lbs. avg.....	12 @13
Bowlettes, 6@8 lb. avg., per lb.....	14 @15
Beef tongue, light.....	35 @40
Beef tongue, heavy.....	43 @45
Bacon, boneless, Western.....	22 @23
Bacon, boneless, city.....	22 @23
Pickled bellies, 10@12 lbs. avg.....	16 @17

FRESH PORK CUTS.

Fresh pork loins, Western, 10-12 lbs. avg.....	17 @18
Fresh pork tenderloins.....	52 @55
Frozen pork tenderloins, 10@12 lbs. avg.....	15 @16
Frozen pork tenderloins.....	38 @40
Shoulders, city, 10@12 lbs. avg.....	16 @17
Shoulders, Western, 10@12 lbs. avg.....	11 @12
Butts, boneless, Western.....	17 @18
Butts, regular, Western.....	13 @14
Fresh hams, city, 8@10 lbs. avg.....	22 @23
Fresh hams, Western, 10@12 lbs. avg.....	20 @21
Fresh picnic hams, Western, 6@8 lbs. avg.....	12 @13
Extra lean pork trimmings.....	14 @15
Regular pork trimmings, 50% lean.....	7 @ 8
Fresh spare ribs.....	9 @10
Fresh leaf lard.....	12 @13

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pcs.....	175.00@195.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.....	110.00@120.00
Black hoofs, per ton.....	50.00@ 60.00
Striped hoofs, per ton.....	50.00@ 60.00
White hoofs, per ton.....	105.00@115.00
Thigh bones, avg. 85 to 90 lbs., per 100 pcs.....	@140.00
Horns, avg. 7 1/2 oz. and over, No. 1a.....	300.00@325.00
Horns, avg. 7 1/2 oz. and over, No. 2a.....	250.00@275.00
Horns, avg. 7 1/2 oz. and over, No. 3a.....	200.00@225.00

FANCY MEATS.

Fresh steer tongues, untrimmed.....	@34c	a pound
Fresh steer tongues, L. C. trim'd.....	@40c	a pound
Calves, heads, scalded.....	@65c	a piece
Sweetbreads, veal	@75c	a pair
Sweetbreads, beef	@55c	a pound
Beef kidneys	@16c	a pound
Mutton kidneys	@8c	each
Livers, beef	@16c	a pound
Oxtails	@10c	each
Hearts, beef	@ 6c	a pound
Beef hanging tenders.....	@13c	a pound
Lamb fries	@10c	pair

BUTCHER'S FAT.

Shopfat	@ 2
Breast fat	@ 3 1/2
Edible suet	@ 5
Cond. suet	@ 4
Bones	@25

SPICES.

	Whole.	Ground.
Pepper, Sing., white.....	14	17
Pepper, Sing., black.....	11	14
Pepper, red	24	28
Allspice	5 1/2	8 1/2
Cinnamon	13	17
Coriander	10 1/2	13 1/2
Cloves	30	35
Ginger	17	20
Mace	55	60

CURING MATERIALS.

	Bags,	per lb.
In lots of less than 25 barrels:	Bbls.	
Double refined saltpetre, granulated.....	6%	6%
Double refined saltpetre, small crystals.....	7%	7%
Double refined nitrate soda, granulated..	4%	4%
Double refined nitrate soda, crystals....	5%	5%
In 25 barrel lots:		
Double refined saltpetre, granulated.....	6%	6%
Double refined saltpetre, small crystals..	7%	7%
Double refined nitrate soda, granulated..	4%	4%
Double refined nitrate soda, crystals....	5%	5%
Carload lots:		
Double refined nitrate of soda, granulated 4 1/4	4%	
Double refined nitrate of soda, crystals. 5	4%	

GREEN CALFSKINS.

	5 1/2	12 1/2	12 1/4	14-18	18 lbs.
lbs.	lbs.	lbs.	lbs.	up.	
Prime No. 1 veals.	18	21.0	22.0	2.45	3.20
Prime No. 2 veals.	16	1.90	1.95	2.20	2.05
Buttermilk No. 1 ..	15	1.80	1.85	2.10	...
Buttermilk No. 2 ..	13	1.60	1.60	1.85	...
Brander grubby....	10	1.10	1.20	1.35	1.80
No. 3.....	At value				

DRESSED POULTRY.

Fowls—Fresh—dry packed, milk fed—12 to box.	
Western, 66 lbs. and over to dozen, lb.....	28 @29
Western, 48 to 54 lbs. to dozen, lb.....	28 @30
Western, 43 to 47 lbs. to dozen, lb.....	27 @29
Western, 36 to 42 lbs. to dozen, lb.....	25 @27
Western, 30 to 35 lbs. to dozen, lb.....	23 @25

Fowls—Fresh—dry packed, corn fed—barrels.

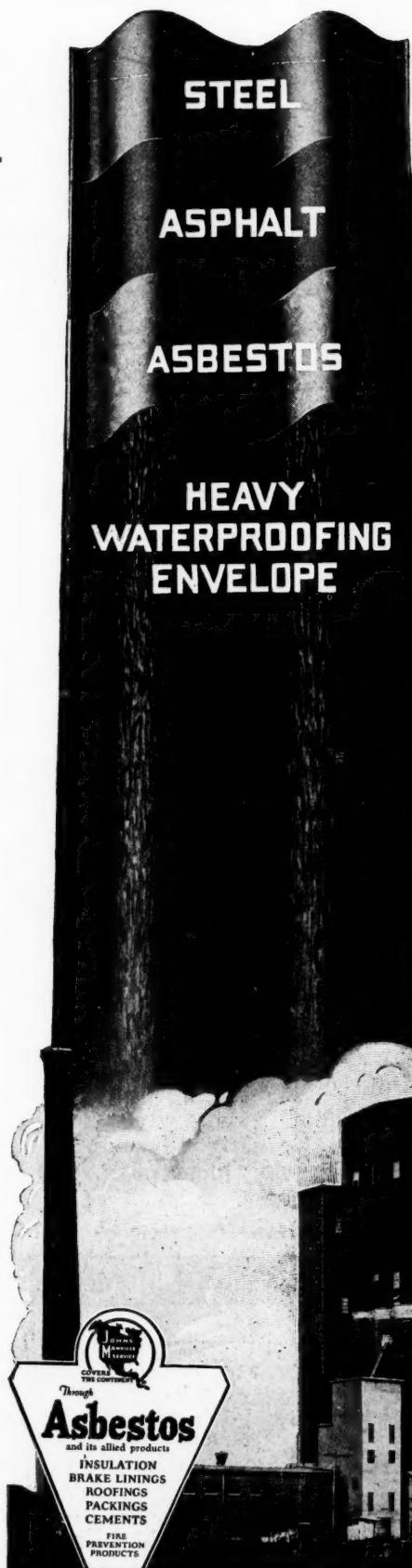
Western, dry packed, 5 lbs. and over, lb.	25 @26
Western, dry packed, 4 1/2 lbs. each, lb.	25 @26
Western, dry packed, 3 1/2 lbs. and under, lb.	22 @23
Old Cockes—Fresh—dry packed—boxes or bbls.	
Western, dry packed, boxes.....	16 @17
Western, scalded, bbls.....	14 @15

Ducks—

Long Island, per lb.....	25 @25
Squabs—	
White, 12 lbs. to doz., per doz.....	8.25
White, 10 lbs. to doz., per doz.....	6.50
Culls, per doz.....	75 @100

FOWLS—

Brollers, large, via express.....	45 @48



Quadruple Protection! —for building permanence

HERE is a corrugated roofing and siding material for industrial buildings which will not rust or corrode—Asbestos Protected Metal.

Note its construction—a strong sheet of corrugated steel with three successive layers of protection: asphalt, asbestos felt, and a tough water-proofing envelope. You can be sure that such a material will stand up through years of service on the buildings of your plant, freeing you from the burdensome expense of repairs and replacements.

Asbestos Protected Metal puts an end to costly painting and rapid depreciation which is so often a large item in the upkeep expense of industrial buildings.

Asbestos Protected Metal is furnished in corrugated and flat sheets, special shapes and trim for every construction need.

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Madison Avenue at 41st Street, New York City
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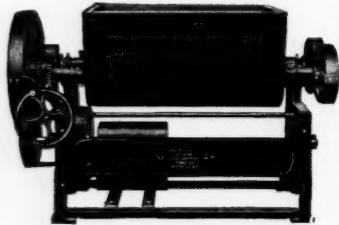
JOHNS-MANVILLE Asbestos Roofing

Chicago, Burlington & Quincy R. R.
Grain Elevator, N. Kansas City, Mo.
Over 46,000 square feet of Asbestos
Protected Metal for roofing and siding
were used here.



"BUFFALO" Machines Build Business

"BUFFALO" Machines, pictured here, have been used for years by most of the world's largest packers and sausage makers. They will tell you that "Buffalo" Machines are the best paying investments in their plants.

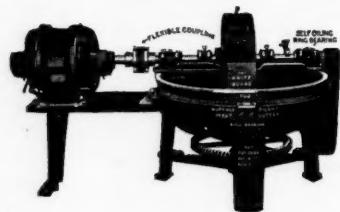


"BUFFALO" MEAT MIXER

Built strong and sturdy—lasts a life time. Center tilting hopper; paddles arranged to give meat thorough mixing.

"BUFFALO" UPRIGHT STUFFER

Has steel rack and rack pinion; capacity 54 pounds double geared, reduces friction or power 50%.



"BUFFALO" SILENT CUTTER

World's greatest meat cutter. Produces finest quality sausage meat at least possible expense. Cuts meat fine, without heating or leaving lumps or cords. Built for long service.

Write for complete information, prices and list of users

51 Broadway

JOHN E. SMITH'S SONS CO.

Buffalo, N. Y.

A new type has been added to the various Ham, Corned Beef and Meat Loaf Boilers manufactured by us, making 8 instead of 7 types, and 24 instead of 22 sizes. Capacity from 5 to 35 pounds.

Produces a superior ham, cooking same in its own juice, thereby retaining the full flavor and valuable food vitamins.

Eliminates the use of cord and cloth.

Exclusively adopted by the largest American and foreign packers.

Based on simple common sense principles. Can be worked by anyone.

Write for details to

Ham Boiler Corporation

1762 Westchester Ave.

New York City

The Supreme Ham and Corned Beef Containers

With the Yielding Spring Pressure.

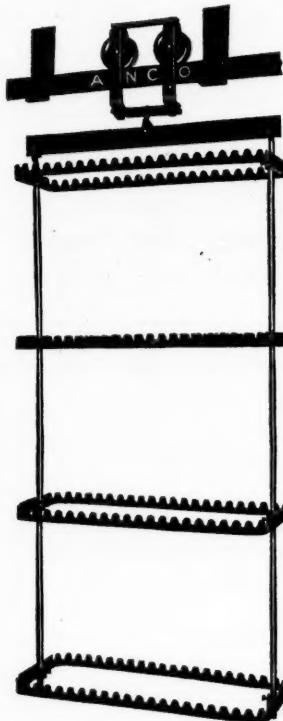
Manufactured in nine types and twenty-eight sizes. Constructed of smoothly cast ALUMINUM, will not rust, are easily cleaned, and maintain their value in aluminum even after they have been discarded.

The yielding springs allow for the expansion and contraction while cooking, greatly reducing the loss from shrinkage. This saving alone pays for the containers over and over again.

Infringements will be prosecuted.



Type "O" (oblong shape) made in three sizes.



ANCO HAM AND BACON TREES

ANCO Ham and Bacon Trees, as well as Sausage Cages, being a specialty of The Allbright-Nell Company, have received careful consideration.

Our main aim in this consideration was to further perfect them—

- eliminating crevices and seams, where dirt might collect, as much as possible.
- constructing them to be handled more easily and to give additional service before wearing out.
- manufacturing to give customer advantage of buying an article produced on a quantity basis—thus reducing cost.

When buying new equipment let us show you how we have taken care of these points.

All Ham and Bacon Trees, as well as Sausage Cages, may be furnished either of black iron or heavily galvanized.



SAUSAGE CAGES



THESE Sausage Cages are made with ANCO sanitary stations for holding sausage sticks. These stations consist of two flat bars of steel held $1\frac{1}{4}$ " apart, by pipe spreaders. By means of this construction (shown clearly by the left hand lower station) we do away with all ledges and corners, which collect dirt and are very difficult to keep clean. The bracing across the bottom is such that it does not interfere with hanging the sausage stick on lower stations.

These Cages are made in various sizes to suit any smoke house—the double trolley on swivel allowing Cage to be turned around and easily handled.

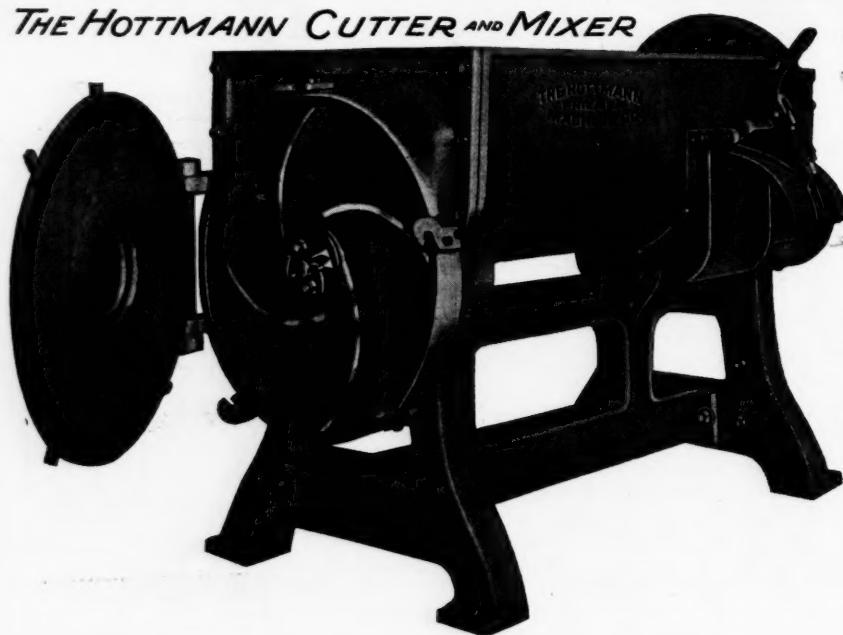
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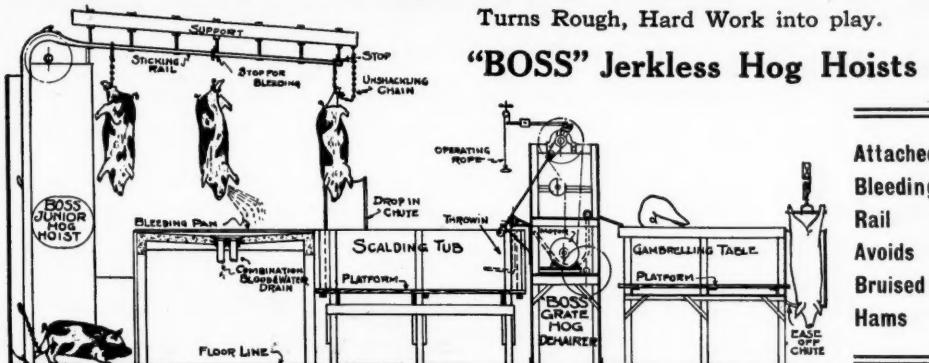
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Turns Rough, Hard Work into play.

"BOSS" Jerkless Hog Hoists

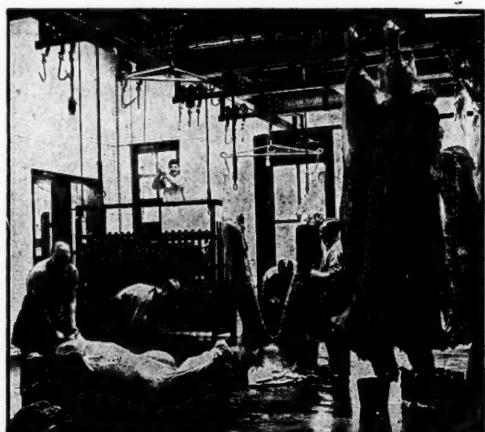


Attached
Bleeding
Rail
Avoids
Bruised
Hams

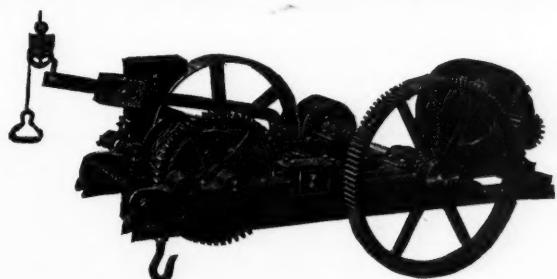


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ANOTHER TIME AND LABOR SAVER



"BOSS" Motor Driven Beef Hoists



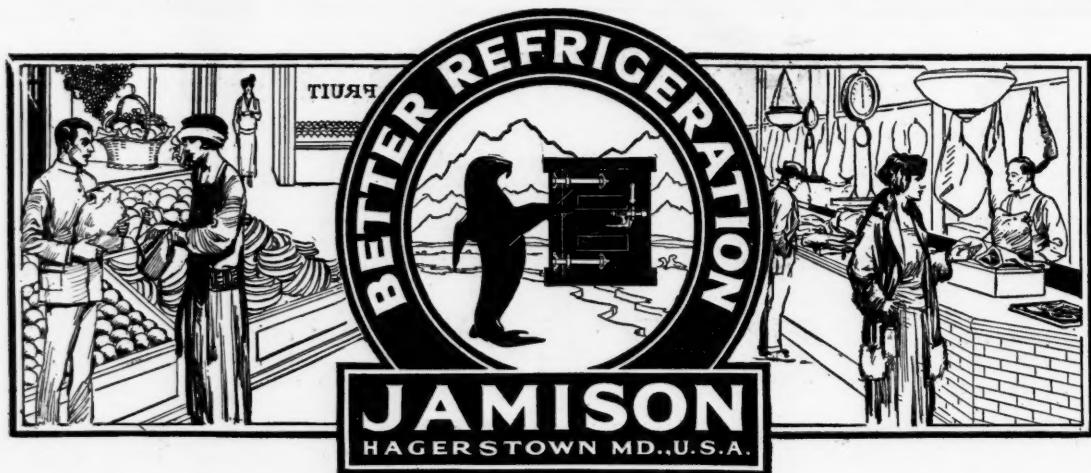
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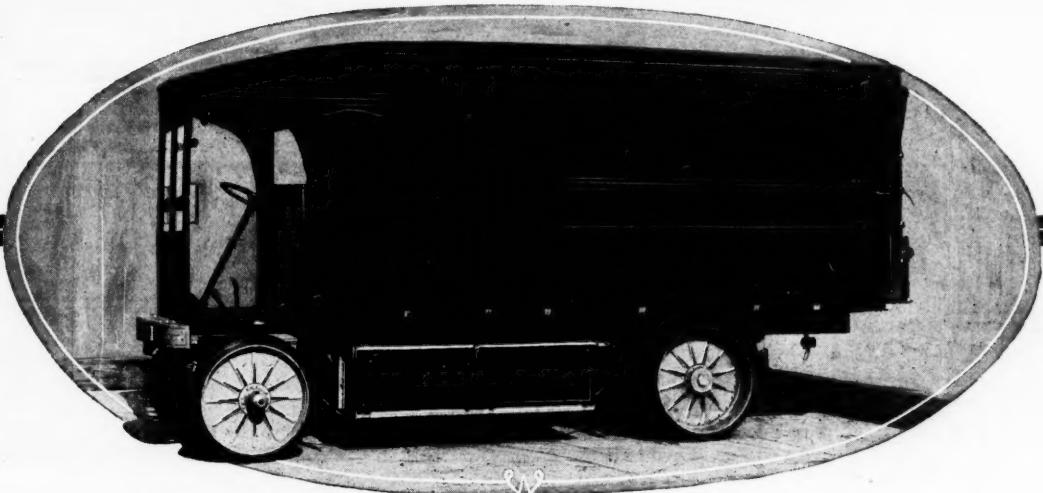
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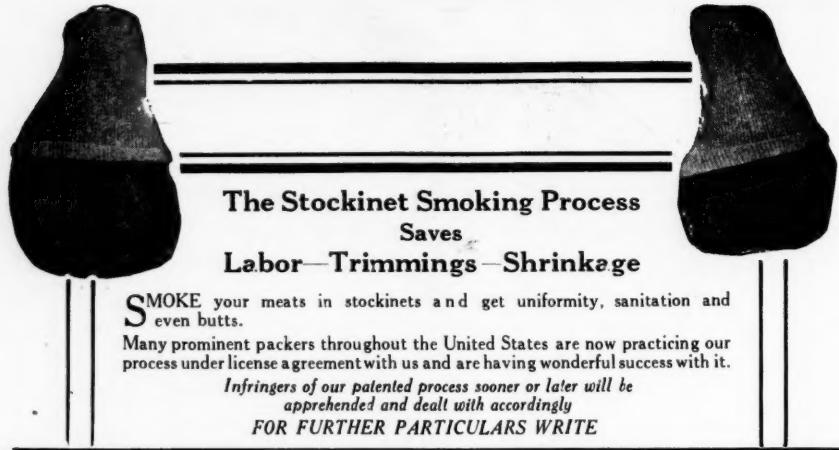
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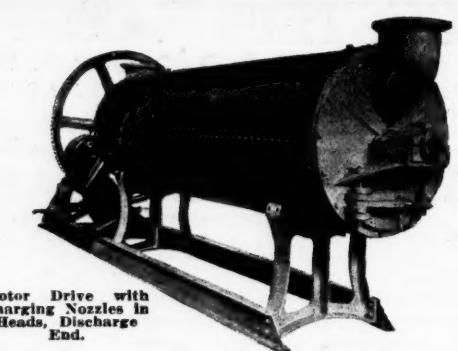
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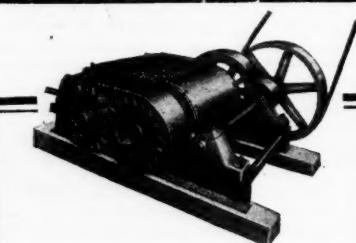


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Installed on positive guarantee.

Why not investigate the Gruendler equipment. Will answer any crushing and grinding problem.

Manufacturing of Swing Hammer carcasses, Beef heads, shin bone, Beef Scrap, Tankage, Fertilizer grinders to any fineness desired.

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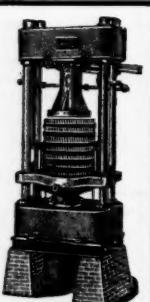
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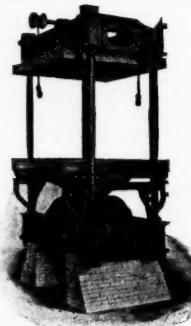
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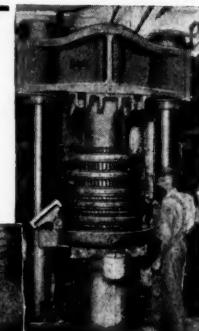
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This Is a Continuous Performance All Over the Land

But there is not often a Police Reporter to send in the News!
Oh You Electric Elevator!

From Newark (N. J.) Evening News, May 2, 1923

Headquarters Elevators Cut Some Queer Capers

The elevators in the Newark Police Headquarters are acting up something scandalous here lately. The other day the main lift, with Jack Dunnion at the control (?), absent-mindedly forgot to stop at the fourth floor and crashed into the roof, dazing poor Jack, who didn't know what it was all about—except that the elevator mechanism did not respond to his skilled touch.

Last night the little elevator, the private one used by detectives with prisoners or callers incognito, failed to stop at the first floor and went on down, trapping Jack Griffith and three callers four feet below the surface of the main floor.

That elevator is one of those affairs where one presses button No. 3 if a stop is to be made at the third floor, and button No. 4 for the fourth floor, etc. The up trip was made without any thrills, but on the down trip it seemed as though somebody had nonchalantly tossed a monkey wrench into the machinery.

From the Newark (N. J.) Sunday Call, May 6, 1923

Elevator Runs Away at Police Headquarters and Operator Is Stunned

The main elevator at police headquarters ran away yesterday afternoon and bumped the girders at the top of the shaft, knocking the operator, John Dunnion against the roof of the car and partly stunning him. The car held at the top of the shaft and Dunnion was able to crawl through a small opening left between the floor of the car and the top of the door into the corridor. When policemen and clerks hurried to the top floor they found Dunnion wandering about the corridor in a dazed condition.

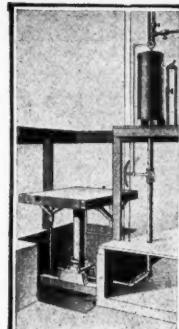
Several prisoners had been taken down from the fourth floor and Dunnion was returning for another load. He stopped at the third floor and let Detective Wangner off. When he started the car up again it dropped to the second floor and then shot up to the roof with a crash that alarmed persons in all parts of the building. It was at first thought the car had dropped to the cellar. When it was seen above a rush was made for the fourth floor.

A sign "Not Running" is on the elevator today. It is a sign that has been familiar on it almost every week for one or more days since the building was opened. The car is operated by electricity. The cause of the trouble yesterday was not determined.

Now you know why the REAL SMART ONES when there is steam

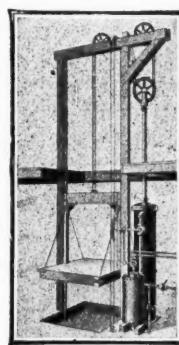
"HOOK 'ER TO THE BILER"

CRAIG RIDGWAY & SON CO., Coatesville, Pa.
ELEVATOR MAKERS TO FOLKS WHO KNOW

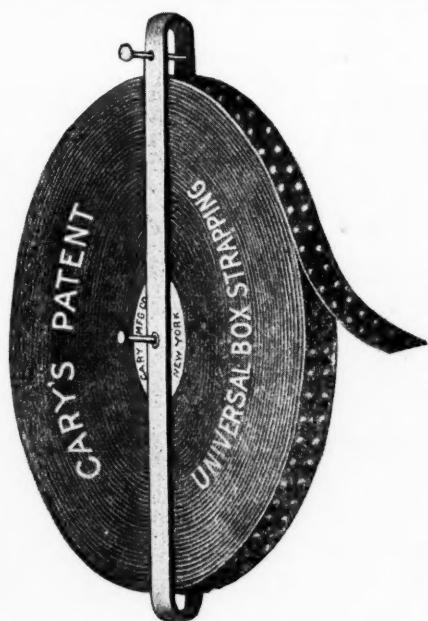
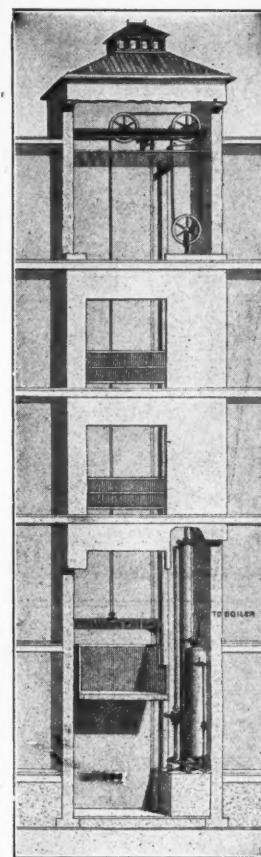


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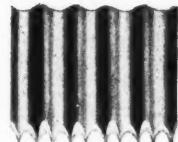
as the standard for quality and strength.

This Strapping is made of extra soft annealed steel of great tensile strength. Nails can be driven through it without first punching holes. The nail heads are protected, when case is moved along the floor, by the raised bosses which strengthen the edge of the strap. Every coil is equipped with our Patent Metal Hanger which makes it a complete reel that can be hung anywhere without floor space being occupied.

Made in four widths, $\frac{1}{2}$, $\frac{3}{8}$, $\frac{3}{4}$ and 1 inch. Put up in coils of 300 feet; 20 coils packed in a case.

CARY'S SAW EDGE JOINT FASTENERS

Cary's Continuous Cutting Edge Saw Tooth Fasteners are made of the best quality Cold Rolled Strip Steel, insuring a perfect fastener that will not bend while driving. You will not find fractures between the corrugations. Special effort is made to have the corrugations uniform so that they have equal drawing strength.



These fasteners are the only fasteners manufactured with a continuous cutting edge, the patents, process and machines being owned by ourselves. Made in various widths and corrugations, also in coils wound right and left. Write for samples.

CARY MANUFACTURING COMPANY
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Brooklyn, N. Y.



65 lb. Lard Tub

**Strong Re-inforcement
where strength is
needed**

**No staples to pull
out and tear
the hands**

Clean, Sweet National Woodenware Tubs

Keep Lard Sweet and Clean

Food Cleanliness has always been associated with wood containers. Only the best woods are used in the manufacture of **National** Woodenware Lard Tubs.

Located in the heart of the Minnesota forests, we have available for tubs the finest wood that is grown. Thorough kiln drying prevents shrinkage and reduces waste.

The way that **National** tubs are made assures greatest strength — prevents freight and handling losses. Note how the strong steel band hoops reinforce the tub right where the strength is needed. Handles are affixed directly to upper wire hoop. No staples.

Prompt delivery from stocks carried in Hill City and Chicago

*Wood is the universal
food container—favored by manufacturers,
dealers and consumers alike*

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NATIONAL WOODENWARE COMPANY
West 43rd Street and South Racine Avenue
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Milder Cures through a new way of smoking

YOU can get far milder cures by using the **Alsop Electrical Meat Smoking Process**. The reason is because of the way we put the smoke on and through the meat; it neutralizes the salt to such an extent that even a very mild cure is rendered much milder.

Or another way—and the practical way to use it—is to **cure with more salt and then smoke our way**, and still have a piece of meat milder than you can now make and have it "stand up."

Over-cured and very salty meat, meat that is unpalatable, almost unsalable and most unprofitable, can be smoked by the **Alsop Electrical Meat Smoking Process**, the salt largely neutralized and the meat rendered both palatable and profitable—also with a good color.

This last statement is easily proved. We will be glad to prove it to you by taking some of your saltiest meat—you smoking a piece by your old method, and we will smoke a piece by our method—then you will see that **your old salty piece of meat is transformed into a salable and profitable piece of meat**.

You can easily prove it up to yourself. Are you open to conviction? If so, then we will be glad to give this proof to the head of any packing plant—at present we have not the time to take this up with anybody else.

In addition to the above, our process does the following things, which every packing house is striving to do:

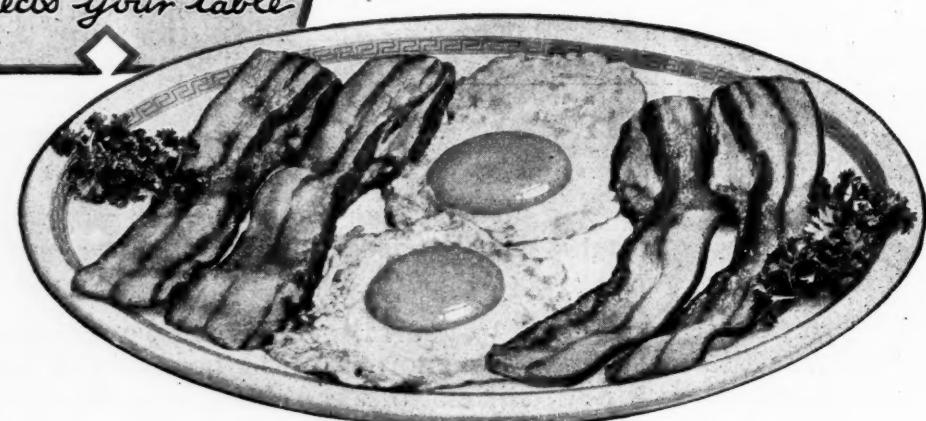
1. Any shade of permanent color, from the palest lemon to the darkest cherry. Every piece of meat always exactly the same shade of permanent color.
2. A delicacy of flavor imparted to your meats, especially sweet-pickled, that raises their quality into higher priced meats.
3. Unusual keeping qualities, due to the preservative action of the smoke which we put all through your meat.
4. Shrinkage saving of whatever amount you wish consistent with the firmness your trade demands. The reason for this is that our drying or conditioning of the meat is done separate and apart from the smoking—one has nothing to do with the other—so that you have (what you cannot now have) an absolute control over your shrinkage.

J. Nathaniel Alsop, the inventor of this Electrical Meat Smoking Process, revolutionized the flour milling industry with his electrical flour bleacher. Every flour mill of any prominence has his flour process. You will sooner or later put in his Electrical Meat Smoking Process, for it is an even greater revolution; in fact, it is the biggest thing ever brought to the packing industry.

Do you want to have this proved to you?

If so, we will be glad to do it without any obligation on your part.

Packers Meat Smoking Corporation
Central Trust Bldg. INCORPORATED OWENSBORO, KY.



WILSON'S *Certified* Bacon helps you live up to that good old rule, "Keep cheerful till ten in the morning, and the rest of the day takes care of itself." Crisp and delicious, with an aroma which whets your morning appetite, this specially prepared bacon will add pleasure and nourishment to everyone's breakfast.

You can be sure of just the right proportion of fat and lean—and of the rich, mild flavor imparted by patient curing and smoking—because

the Wilson *Certified* label means these things when it appears on bacon in the whole piece or in convenient one pound cartons. *Certified* also signifies respect in the care and handling, such as your mother used in the kitchen where she prepared good things for you.

Ask your dealer for Wilson's *Certified* Bacon, Ham and Lard. If he does not have them, we can supply him, if you will send us his name. Address Dept. 235.



The Wilson label protects your table

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CHICAGO
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FRESH MEATS
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TRIMMINGS
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Pork Cuts, Hams, Pic-
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Finest Produced

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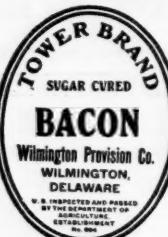
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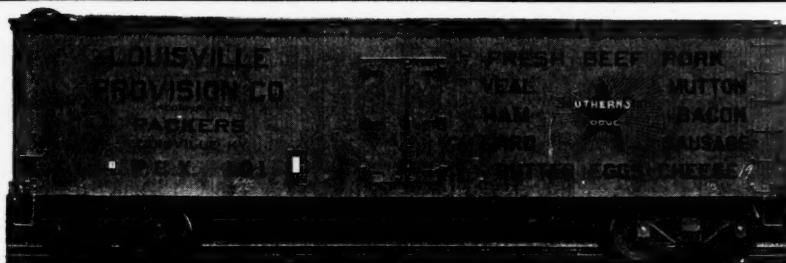
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"Door that cannot stand open"

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thorough practical knowledge on manufacturing and grading.

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20 Years Experience and every day
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Specialties: All packing house product; all
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Codell, Armsby's Cross.

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Established twenty years and, like Johnnie
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Personal attention given to the Packing House
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MISTLETOE—WHITE ROSEBUD—KO-KO

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*Let us refer you to some of them—they can tell you
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35 years reputation among packers for quality

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Reliable capable man with all-around pork packing experience, for office work. Sales, orders, pricings, etc. Must be energetic, ambitious, sales ability; over 30 and married. Reasonable salary with opportunity. References. State age, past experience and salary expected. Dubuque Packing Co., Dubuque, Iowa.

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Position as superintendent by all around packing house man. At present plant superintendent. "Our pork products lead the domestic and export trade." Prefer position with growing concern. Address W-343, The National Provisioner, Old Colony Bldg., Chicago, Ill.

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First class sausage maker in Buffalo, New York. Steady position. Good salary. Address W-367, The National Provisioner, 15 Park Row, New York, N. Y.

WANTED

Experienced sausage foreman. State experience and salary wanted. Address W-368, The National Provisioner, Old Colony Bldg., Chicago, Ill.

WANTED

By Chicago concern, foreman for hog killing and cutting department; one who can handle men and is thoroughly practical. Address W-364, The National Provisioner, Old Colony Bldg., Chicago, Ill.

WANTED

Experienced manager for high grade manufacturing sausage and cooked meats establishment. Must be thoroughly posted in all matters pertaining to the production, handling and distributing of sausages and cooked meats and capable of handling men. Splendid opportunity for the right man. Plant located in one of the largest cities in the Middle West. State experience and salary expected for beginning. Address W. A. M., The National Provisioner, Old Colony Bldg., Chicago, Ill.

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Packing plant in good territory which ought to be making money, but isn't. Is that your plant?

Will take charge either on salary or interest basis and show you how to make it pay. Must be well-located and capable of doing good volume of business.

If you are interested, write quick to W-360, care The National Provisioner, Old Colony Bldg., Chicago, Ill.

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Competent packing house manager, who is conversant with all ends of the business, would like to connect with a good concern. Address W-372, The National Provisioner, Old Colony Bldg., Chicago, Ill.

WANTED

Experienced sausage maker who can deliver the goods. Will pay good salary. Living cheap here. Natchez Dressed Beef Co., Natchez, Miss.

WANTED

Position in by-products departments. Thoroughly familiar with manufacture of stock foods, fats and oil. Have improved methods for making oleo oil, which get the best results. Address W-369, The National Provisioner, Old Colony Bldg., Chicago, Ill.

SAUSAGE FACTORY

In the northwestern part of Ohio, established, trading doing strictly cash business. Everything in first-class condition, including new brick building, machinery, delivery trucks, etc. A gold mine for the right party. Terms on application. Address FS-354, The National Provisioner, Old Colony Bldg., Chicago, Ill.

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Manufacturer of a highly improved machine in great demand in retail meat industry, requires experienced salesmen and district managers in all parts of the United States.

Excellent opportunity for men who are now selling or have sold in this field. A man willing to work can earn between \$4,000 and \$10,000 per year. One of our men earned \$2,100 in six weeks.

Applications are desired from salesmen with clean records, who want a permanent, profitable connection where earnings depend upon their ability. Address W-371, The National Provisioner, Old Colony Bldg., Chicago, Ill.

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Low grade tankage.

4% to 8% ammonia.

Ground or unground.

Send sample with price.

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WANT SALES ASSISTANT

Young man between the age of 25 and 35, to act as assistant to sales manager for independent packer in Ohio. Must be good correspondent and have some experience in the following up trade and details. Prefer party having had some road experience. We want a man who understands the meat packing game, both beef and pork. Good opportunity for party qualifying. Apply in own handwriting, stating salary and full particulars as to experience. All replies treated strictly confidential. Address W-370, The National Provisioner, Old Colony Bldg., Chicago, Ill.

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A thoroughly equipped sausage factory with four coolers. Cheap rent and good location in Chicago. Write for particulars to FS-350, The National Provisioner, Old Colony Bldg., Chicago, Ill.

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8 closed top cypress tanks, 13 ft. high, 29 ft. dia., capacity 25,000 gallons; like new, 3 inch stock, \$350 each. 9 closed top cedar tanks, 12 ft. high, 14 ft. and 16 ft. dia., 10,000 gallons capacity, \$250 each. 30 closed top cedar tanks, 11 ft. high, 12 ft. dia., 8,000 gallon capacity, \$225 each. Karl Klefer and Loew wood pulp filters. Chas. S. Jacobowitz, 1382 Niagara Street, Buffalo, N. Y.

FOR SALE

Vertical rendering tank 5' x 10'. Steam jacketed on bottom and sides. Can be used for wet or dry rendering. Tank is in first-class condition and can be bought very reasonably. The Kentucky Chemical Mfg. Co., Covington, Ky.

FOR SALE

Thoroughly equipped factory, conveniently located near U. S. Yards, Chicago. Especially adapted to manufacture of sausage, bologna and smoking meats of all kinds. Modern 8-cu. ft. ice machine. Two large coolers. Terms on application. Address FS-366, care The National Provisioner, Old Colony Bldg., Chicago, Ill.

FOR SALE

Wholesale meat house of Rodney D. Worrell & Co., with full equipment and 37 rods of land, containing spur track, and also next door to freight depot in Fall River, Mass. Next door to all big meat houses. Address John A. Kerns, Attorney, Fall River, Mass.

FOR SALE

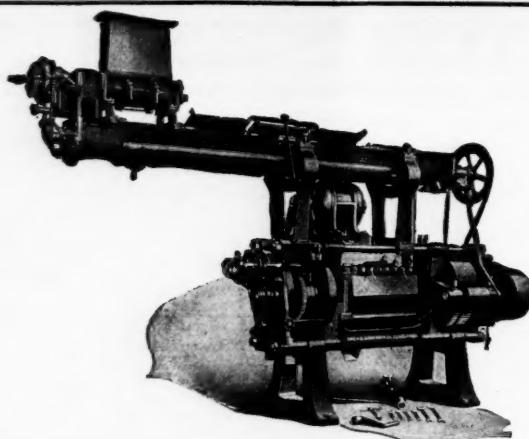
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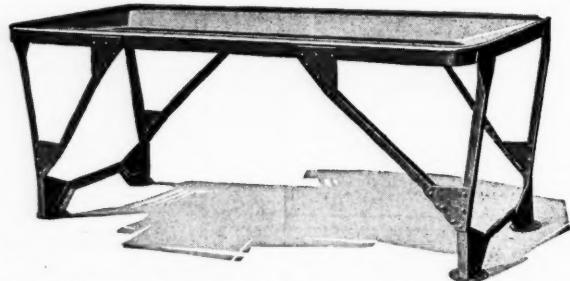
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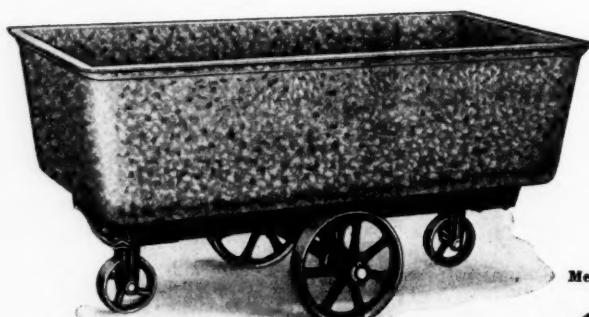
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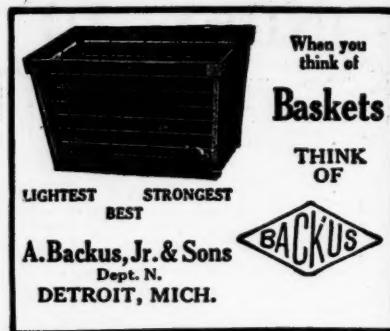


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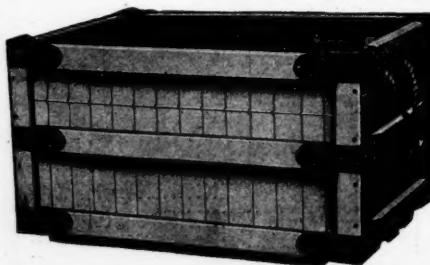
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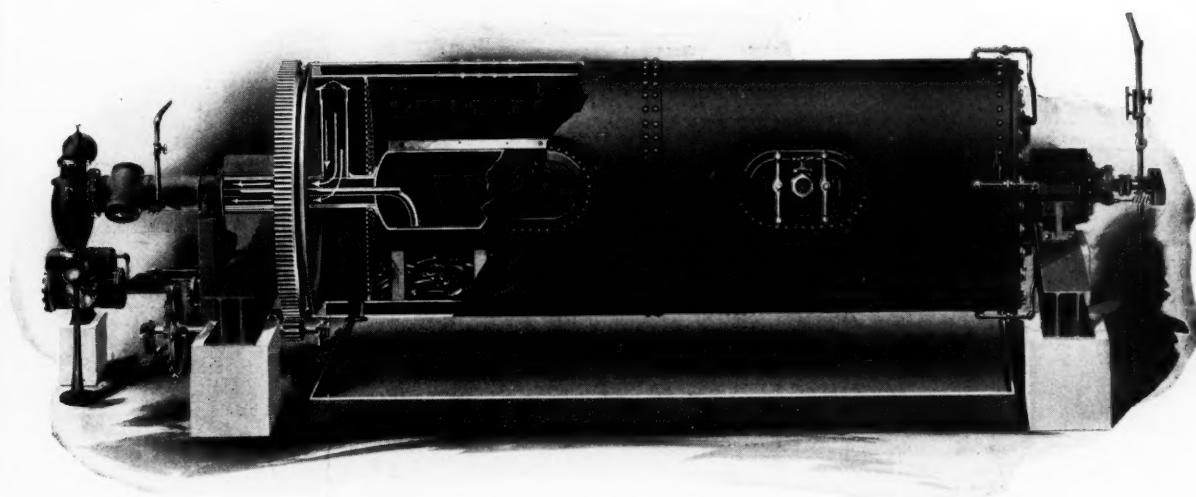
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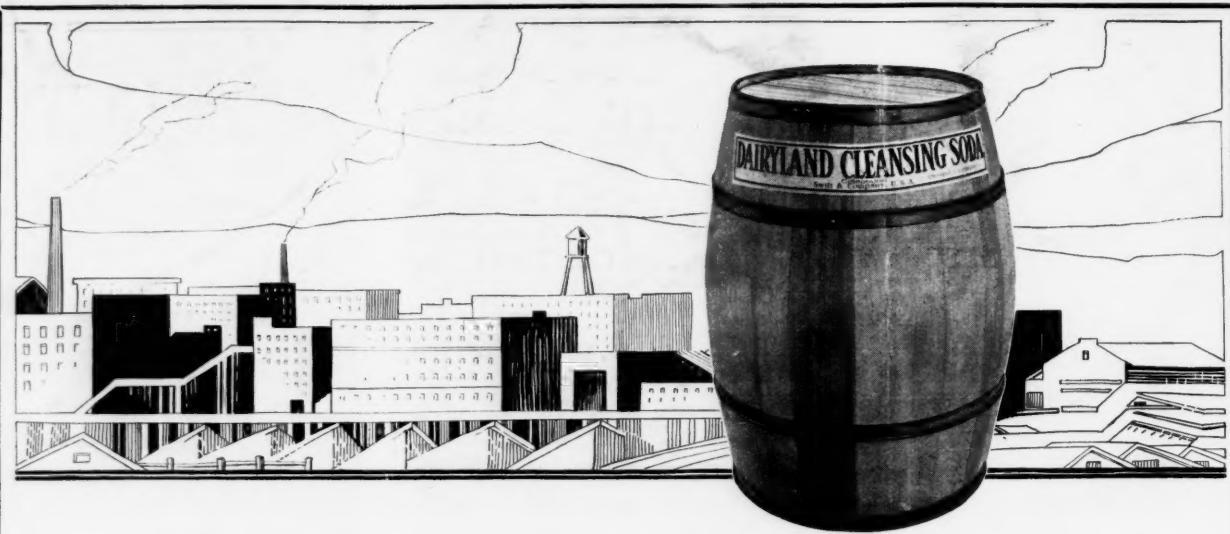
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